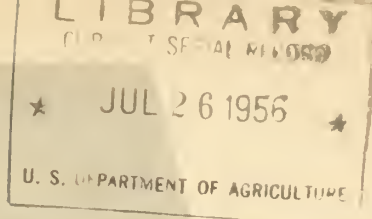


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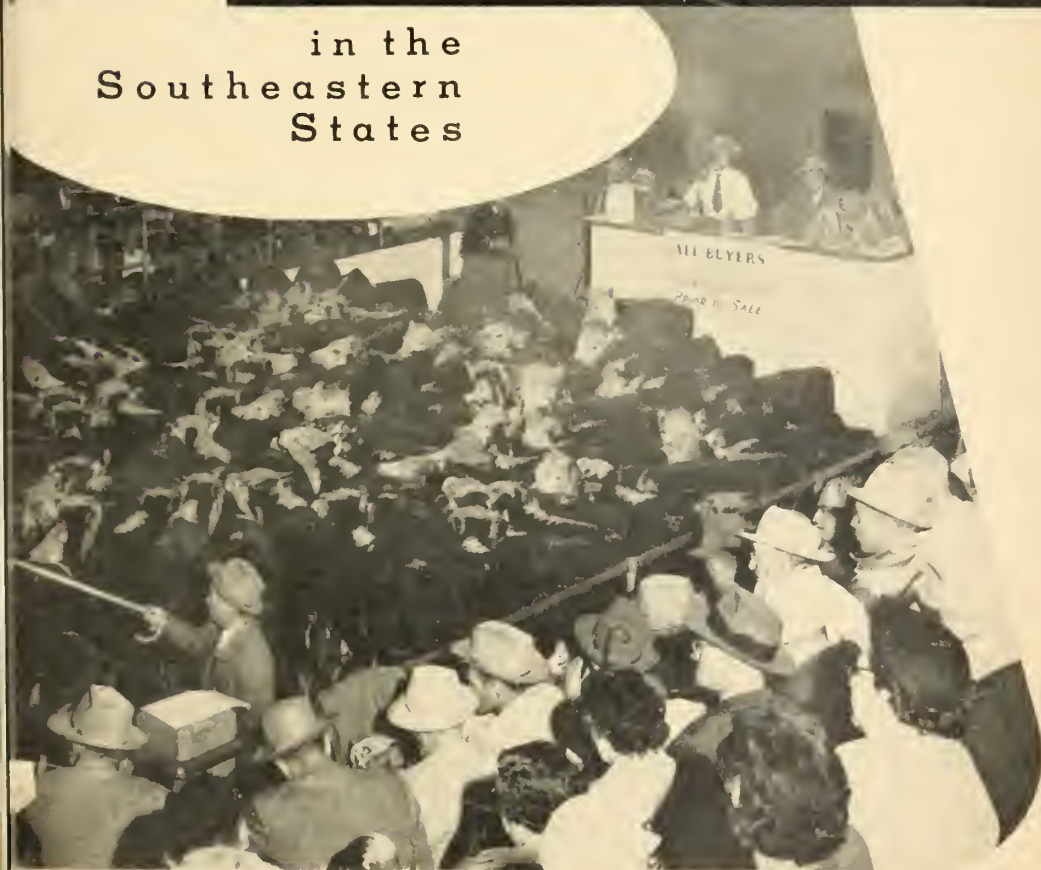
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Feeder Calf Sales

in the
Southeastern
States



June 1955
WASHINGTON, D. C.

F C S CIRCULAR 9
U. S. DEPARTMENT OF AGRICULTURE
FARMER COOPERATIVE SERVICE

THE Farmer Cooperative Service conducts research studies and service activities of assistance to farmers in connection with cooperatives engaged in marketing farm products, purchasing farm supplies, and supplying business services. The work of the Service relates to problems of management, organization, policies, financing, merchandising, quality, costs, efficiency, and membership.

The Service publishes the results of the studies; confers and advises with officials of farmer cooperatives; and works with educational agencies, cooperatives, and others in the dissemination of information relating to cooperative principles and practices.

**Joseph G. Knapp,
Administrator,
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U. S. Department of Agriculture.**

FOREWORD

DEMONSTRATION sales of feeder calves have been part of the State Agricultural Extension program for livestock in some Southern States for years. Other States now are giving considerable attention to these sales. Such a sales program proves the educational value to farmers of seeing directly the better types of feeder calves as they are sold. Also the producer-advisory contacts leading up to the sale are of major importance in improving production. Producers appreciate the opportunity to sell their higher grade stock in a market where its quality is rewarded.

This circular covering the demonstrational sale experience of 13 South-eastern States is based on a study made by the Farmer Cooperative Service. It should be helpful to extension workers as well as livestock producers in States holding demonstration sales and in States where similar programs are planned. It will also afford an opportunity for workers in different States to compare methods of operating such sales. Some of these are organized on a cooperative basis and have their own facilities.

This study was conducted under authority of the Agricultural Marketing Act of 1946 (R M A, Title II).

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SUMMARY

THE DEMONSTRATIONAL feeder calf sales in the Eastern and Southern States have established themselves as an important part of the livestock enterprise of the area. In most States there is a growing interest in the sales and an increasing demand for definite, continuous sales programs that will offer satisfactory outlets for the best quality stock from year to year.

This circular describes the organization and operation of the feeder calf sales throughout the South-eastern States and some of the problems encountered in such enterprises, with suggestions for their improvement.

In the initial stages, practically all the auction ventures have had the assistance of State, extension, and college officials. Much of the responsibility for continuous operation, however, is now beginning to be shifted to State organizations and local producer committees. In Virginia, for example, committees now manage sales and promotion through the Virginia Beef Cattle Association which has a paid executive secretary. An Arkansas association helped to provide permanent facilities for the sales held there. In Kentucky the feeder calf sales organized are being incorporated as cooperatives. In Tennessee the large sale at Johnson City was organized in 1953 on a cooperative basis.

A big problem faced in all the States holding these sales is to assure the attendance of buyers. This is particularly true when because of drought conditions, lack of feed and grass, or other factors there are relatively few buyers from the trade territory of the sale.

Efforts are usually made to coordinate sales dates with those of nearby States for convenience to buyers.

Producer committees, college and agricultural extension workers, State marketing officials, and others have been active in interesting feeder buyers from Corn Belt and Northern States. Delegations have visited feeders, marketing agencies, and stockyards in these areas to acquaint men who feed, finish, and sell cattle with the quality of feeder calves being produced in the Eastern and Southern States.

These groups, in turn, have invited feeder delegations from the Corn Belt and Northern States to visit stockmen in the producing areas in the South and East. One extensive railroad system has been active in promoting this get-acquainted program.

Some mistakes were made when the sales first started. Field inspection and grading in some instances were lax. Some farmers would not allow their calves to be commingled for sales. Some auction operators

used the calves to help sell their commercial stock. Planning committees gave too little attention to securing proper facilities and adequate buying competition. Lack of pen space and feed and watering facilities are still serious handicaps in some sections though most of the other problems mentioned have been overcome.

It was generally agreed by the workers in the States that the great contribution of the demonstrational sales lies in quality improvement. Certainly an important byproduct of the sales is better beef for consumers.

The educational possibilities of the feeder calf sales are tremendous. Through these sales farmers learn how to grade and price their calves better. When they compare their calves with those of other producers they quickly see the points of superiority or inferiority which determine grade. The producer learns that there can be no compromise with quality; that if he produces inferior or lower grade stock he is not fooling the buyer, only himself.

Some points that stand out among the advantages of the demonstrational sales are:

(1) Improvement in breeding for beef cattle. The sales and the accompanying field work make available information and advice on better breeding methods. In most States inspection committees check the quality of the herd bull and the cow as well as her calf in selecting calves for consignment to the sales.

They advise farmers to eliminate dairy blood from beef animals in the interest of producing better beef. Better breeding, as it brings about improvement in quality of stock, also brings more favorable prices to producers of better stock.

(2) Improvements in management practices, among which castration would head the list. Knives alone are now recommended for castration in many States. Rules of the sales in rejecting bulls and stags further improvement in practices. The sales have made dehorning a necessity as feeder buyers insist that the calves they buy be dehorned.

(3) The sales have provided a market for quality calves by establishing standards that bring to the sales buyers willing to pay for quality. Reports from the various States place the price differential for selected calves as high as 3 to 5 cents a pound, and in some circumstances more than that, above the market for unselected calves.

The beef cattle producer in the Southern States is favored by production factors and location. He has a long grazing period and relatively little expense for winter feed. With respect to location, he is near the great consuming centers of the East and North and the eastern Corn Belt. The performance of the eastern and southern calves in the feed lots and in State and county feeder and fat cattle shows has brought favorable recognition for cattle from the South.

Feeder Calf Sales in the Southeastern States

By C. G. Randell and Anna E. Wheeler
Livestock and Wool Branch, Marketing Division

A FEW STATES in the Southeast have held demonstration sales of feeder calves for a number of years. Virginia has had such sales since 1938. West Virginia held sales at a few points every year beginning with 1931. In other States the production pattern has only recently approached the need for better marketing outlets for acceptable feeder stock.

Farmers who are willing to put forth the extra effort and expense of producing good feeders want an efficient market patronized by sufficient buyers who will pay competitive prices. In many areas demonstration sales publicize the sources of such livestock and help bring buyers to bid for it, as well as lead to improved production.

Most of the problems likely to be encountered by States getting such a program under way have already been met and solved in some other section of the country. This circular covers the experience of the various Southeastern States which have been working on the program from 1 to more than 20 years. It has been written not only to describe and analyze the operations of feeder calf sales in States where they have become established, but to serve as a guide in new developments. Some pitfalls to be avoided are pointed out. There is no reason for new organizations to go through a prolonged

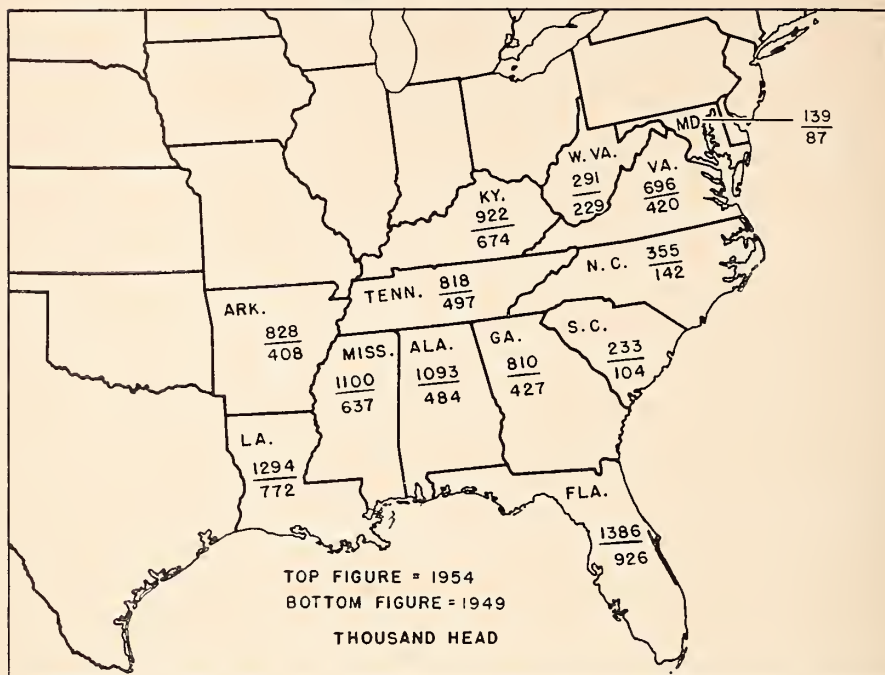
trial and error period. These organizations can build on the experience of the past.

The sale itself, however, is not the beginning of the job. It is a truism in the livestock industry that production and marketing must go hand in hand. Whenever production outstrips marketing methods and facilities, producers are in trouble.

Since 1943, and especially since 1945, production of cattle in the Southeastern States has grown by leaps and bounds. (Figure 1.) With the introduction of purebred and improved breeding stock, quality of cattle has also been stepped up. Existing marketing facilities were not geared to this improved production pattern. Auctions, for example, sold cattle by individual ownership and feeder calves along with commercial stock, usually singly instead of in groups.

Under these conditions feeder buyers who could take large numbers were not attracted to the sales. This lessened competition, with the result that quality calves did not bring the price their quality merited. It became difficult for county agents and other extension workers to carry on cattle improvement programs when there was no assurance that the producer would be rewarded or provided some incentive to produce a higher grade animal.

Figure 1.—Cattle and calves on farms, not kept for milk, in 13 Southeastern States, 1949 and 1954.



Development of feeder calf sales has provided a market for many thousands of feeder calves. These sales have constituted an important

step forward in placing the cattle industry in the Southeastern States on a more solid and lasting foundation.

Trade in Feeder Calves

THE GROWTH and development of feeder calf sales in the East and South paralleled an important livestock development which took place in the West Coast area of the United States. During recent years there has been a rapid increase in population on the West Coast and in adjacent States. For example, Arizona population increased 52 percent from 1945 to 1954, and California population increased 29 percent in the same period. An increase in feeding of cattle accompanied this population growth.

To secure the necessary supplies

of stocker and feeder cattle, livestock feeders and pasture operators have been coming farther east to new sources of supplies. In seeking these cattle, the West Coast feeders come directly into competition with the Corn Belt feeders. With lessened supplies available to them, Corn Belt feeders as well as feeders in Pennsylvania and adjacent States are giving attention to the East and the South as permanent sources of feeder cattle. As a result increasing numbers of calves from Eastern and Southern States are moving to other areas. Missis-

issippi reported that in 1953 most of its feeder steers went to out-of-State buyers. Kentucky, Virginia, and West Virginia said their best buying competition for steers came from out-of-State buyers.

On the other hand, in West Virginia Choice and Fancy heifers were principally bought for herd replacements and to establish new herds. A similar situation prevailed in Tennessee. Farmers purchased half the Georgia heifers for replacements and for new herds. Georgia reported 35 percent of its steers went out of the State. On the opposite extreme, however, South Carolina and Tennessee preferred to keep most of the steers at home for finishing. Louisiana reported strong demand for both steers and heifers from within the State.

The total number of cattle on farms in the United States, not for milk purposes, has been rising each year since 1948, and in 1954 was about 57 million head.¹

For the United States as a whole,

the number of cows kept solely for beef purposes rose from 15.9 million in 1949 to 23.8 million in 1954 (or 49.2 percent); while those for milk purposes increased only 3.7 percent.

Total cattle numbers in the 13 Southeastern States, exclusive of those kept for milk, increased during the 5-year period 1949-54 from 5.8 million to 9.9 million, an increase of 72 percent. For the 13 States, the number of beef cows on farms rose from 2.5 million in 1949 to 4.8 million in 1954, or 91 percent.

Another important factor in centering the attention of Corn Belt feeders on the Eastern and Southern States for supplies of feeder cattle is comparative freight rates. Feeder cattle purchased in this area carried a freight rate advantage to eastern Corn Belt points of approximately \$1 per 100 pounds over cattle purchased in Texas and Montana. Table 1 shows this freight advantage.²

¹ U. S. Dept. Agr. Stat. Bul. 143, June 1954.

² RANDELL, C. G. "Corn Belt Feeders Look to the South." *Successful Farming* Nov. 1952.



Herds such as this have established the South as an important producing area for Good and Choice cattle.

Table 1.—Freight rates per 100 pounds for livestock to the Corn Belt from southern and western points, 1954

Destination and point of origin	Miles	Rate per 100 pounds
To Columbus, Ohio:		
From Billings, Mont.....	1,640	\$2.04
From Alpine, Tex.....	1,562	1.85
From Columbia, S. C.....	626	.87
To Battle Creek, Mich.:		
From Billings, Mont.....	1,524	2.02
From Alpine, Tex.....	1,634	1.88
From Nashville, Tenn.....	492	.77
To Indianapolis, Ind.:		
From Billings, Mont.....	1,472	1.86
From Alpine, Tex.....	1,399	1.72
From Macon, Ga.....	647	.87
To Galesburg, Ill.:		
From Billings, Mont.....	1,231	1.33
From Alpine, Tex.....	1,256	1.39
From Montgomery, Ala.....	753	.95

Inauguration of the Demonstration Sales

MAJOR credit for first organizing the feeder calf demonstration sales in the Southeastern States goes to the staffs of the State agricultural extension services working through their county agents and to the State departments of agriculture. Others taking an active part in promotion were farmer groups, breed associations, and local livestock auction markets.

While States such as Florida, West Virginia, Virginia, Tennessee, and North Carolina pioneered in establishing sales in the 1930's and 1940's most of the development has taken place since 1950. That year Kentucky held its first sale. In 1952 Georgia, Mississippi, Louisiana, and Arkansas joined the ranks with South Carolina and Maryland following in 1953.

Planning and Organization

AS IN other business enterprises, careful and detailed planning and preparation may spell the difference between success and failure.

First Steps

An effective initial step on the part of any group interested in establishing a demonstration sale has been to put out feelers to producers to determine whether local interest will be sufficient to support the sale. Tennessee has used this method to good advantage. These

inquiries may ask whether the farmer is interested in such a sale—explaining how it works and stating some of its advantages as used elsewhere. The inquiry frequently winds up with the question, “If you are interested, how many calves would you have for sale?”

Having determined that there is a nucleus of interested producers with calves for sale, the next step for those directing the move is to hold a series of meetings at night. This leaves the daytime free for visiting farmers and inspecting their

calves. At these meetings the requirements and the mechanics of the sale can be made clear. Committee members—usually 3 to 5 a sale—are chosen and the rules and regulations formulated for distribution.

North Carolina concentrates on one important spring meeting, "in time to get the calves vaccinated and dehorned and ready for the sale." This meeting sets dates, writes rules, and chooses the sales manager. The county agent invites farmers and county agents from nearby counties to participate. The planning and preparation for a sale require much time and work on the part of the county agent, the local farm leaders, and whatever assistance they can command. Local veterinarians are important in this program, since vaccinations and other health practices are necessary.

If coordination among these individuals seems necessary, a statewide meeting should be held—or even an area meeting across State lines.

Promoting and Publicizing

To promote and carry to conclusion a successful sales project demands a good deal of time on the part of those managing the project. Much depends naturally on the local situation. Central location, accessibility of producers, condition of roads, and other details limit the amount of ground that can be covered in a given time. Also the problem of overcoming inertia and promoting a new idea enters into the picture.

Mississippi extension specialists feel that it takes 2 or 3 meetings held over a period of 2 or 3 months to establish the sales.

Georgia holds a statewide meeting attended by a representative of each committee responsible for a local sale.

West Virginia reports one or more meetings each year since 1930

on organization and handling of local demonstration sales. Extension workers give about 2 weeks each year to this activity.

General estimates run from 4 days each for 12 sales in addition to the time of extension workers and graders in Georgia, to 15 to 20 man-days for small sales and 25 to 30 man-days for larger sales, in Virginia and West Virginia. Kentucky estimates 75 to 100 man-days for each sale. The most detailed information came from Tennessee as follows: Each sale requires 3 days prior to sale with 2 inspection teams, each of which usually consists of an extension worker and 2 members of the producer committee working jointly, and 1½ days for the sale. For the typical county sale the following schedule is common: Preliminary work, 1 day; followup work, one-half day; summer inspection, 1½ days; sale, 2 days—making a total of 5 days for 1 man working alone.

In general the committees or boards of directors responsible for the sales employ the auctioneers, although in some cases the owner of the auction makes this arrangement.

The type of auctioneer favored most is one who has had both commercial and purebred sales experience. It is important that the auctioneer know commercial cattle and know the buyers. The biggest complaint about auctioneers is that some are not easy to follow; that is, they are either too fast or not plain in crying the sale.

Attracting buyers to bid for the stock on sale is a most important part of the duty of management. Advertising to stimulate buyer competition has its part in bringing the buyers in. Newspaper publicity is needed. Sales should have the interest of local newsmen. To stimulate buyer interest North Carolina prepared a leaflet outlining alternative programs for finishing feeder calves on grain and roughage, or principally on grass.

The county agent usually has contacts that are helpful in placing articles in county newspapers. Some county agents are accustomed to keeping local editors supplied with a continuous flow of short items giving timely suggestions, such as "Now is the time to dehorn," "Get your calves vaccinated if you plan to bring them in for sale."

Local radio farm flashes should be helpful—and radio-television publicity where feasible. Nothing can replace personal contacts, however, for bringing in either calves to be sold or buyers to bid on them. The sales committee and the county agent need to work together and cover as much ground as possible.

Sales letters and instructions to consignors by direct mail are next best, and are needed in any case. It is true that as more sales are held and more producers find results satisfactory, less effort is required to bring them into the sales. Arkansas guards against defection among consignors by taking a \$2 deposit on each calf to be sold. This deposit is not retained; the check is returned to the producer after his calves are sold.

Publicity methods and mediums found most successful are special pamphlets, articles and advertising in local and other papers, radio announcements, and direct mail.

All the States in promoting sales used special pamphlets or leaflets giving name, location, and date of sale, together with expected volume and description of calves and other supplemental information. They also used farm periodicals and radio broadcasts universally. All the States except one used posters and direct mail describing individual sales and all but two employed local newspapers.

Tours in feeding sections have been effective where groups of producers traveled by car to the feeding areas to see how cattle purchased at the sales did in the

feed lot. Railroads cooperated to some extent in offering tours in feeding sections to check on the performance of calves sold earlier and to become acquainted with purchasers of the feeder cattle.

The study showed that publicity for the sales should include a definite followup program as that means more volume for the next year. Exhibit 1, in the Appendix, which is an actual letter written by a cooperative to participants in a sale, is an example of a followup letter.

All prospective consignors should receive personal letters periodically during the summer months to remind them of the sale and give stockmen some pertinent information.

An example of followup methods of publicizing sales is a program carried out in North Carolina where 84 livestock schools were held in 84 counties during January and February of 1954. At these schools the results of the sales and methods for improving the program were discussed, and recommendations for cattle feeding and management were made.

Not all apparently used commercial advertising, such as posters or road signs. Some help was received from television programs of an educational nature picturing calves of different grades, for example.

Producer Contacts

It is desirable, of course, in carrying out the information program, to cover sales results through letters, reports, and seasonal articles in farm papers and magazines. The letter in the Appendix already cited is one example. In addition, all potential consignors should be made familiar with the requirements for selling. Exhibit 2 shows a sample set of rules in a Maryland sale. Each State has its own rules and regulations covering the feeder calf



Stockmen and their families observe as their calves are sold.

sales but they are fairly uniform. The example of the Maryland requirements includes most of the provisions followed in other States.

When producers are fully informed as to sales plans and conditions, they are usually signed up for consignment of the calves they expect to offer for sale. Ten States require this formality from 30 to 90 days in advance. Seven States charge a consignment fee ranging from 50 cents in Mississippi to \$2 in Arkansas. Four States charge \$1.

Consignment is made more definite on the basis of field inspection. Field inspection serves to eliminate most ineligible stock and avoids disappointment of producers when the sale is held.

Consignment should be made 30 days before the sale to afford time for inspection. Also an inspection committee is present at the sale and sees the calves when they arrive at the yards for grading and sale.

Essentials for Success

Based on the interest of the local people and the number of calves available, the first consideration in planning a sale is the right location. Next is the area to be covered—whether a community, a county, or an area of several counties. The sale should naturally be close to the center of the beef cattle population, on good roads, and near available facilities such as public transportation and other conveniences. In other words, if the sale is too inaccessible to buyers they may look elsewhere for their supplies.

In feeling out the local situation in Arkansas, the livestock producers' organization asked for bids from the different counties. As a result the Lee County (Ark.) Livestock Producers gave 10 acres of land and \$15,000 to provide permanent facilities. In Kentucky the feeder calf sales are being incorporated as cooperatives under

the Bingham Cooperative Marketing Act.³

Another important consideration is a knowledge of the quality of the prospective offerings. It would be futile to publicize a sale and bring buyers into the area only to have them disappointed in the calves for sale. While local feeders and breeders should be a part of the picture, they should not be expected to provide all the buying demand.

Adequate preparation, then, must include field inspection and followup to see that the calves scheduled for the sale will meet the requirements. While the volume necessary for a successful sale might vary with the locality, no reporting agency mentioned less than 500 calves as a desired minimum. Other suggestions ran as high as 1,000 to 5,000 head. One points out that "10 percent of the available calves is all you will get." To attract many out-of-State buyers it would be to the advantage of the auction to have at least 1,000 calves for sale.

Looking ahead, North Carolina stressed the importance of growth in the local livestock industry. This should be a consideration in choosing facilities and in attempting to focus the permanent interest of outside buyers.

It is essential, of course, to have cooperation from the local livestock trade. Unless an association of producers is able to provide its own sales center, it will be necessary to make use of public grounds—such as fairgrounds—

or a private livestock agency's site. Most sales have been held in the facilities of local auction agencies, but few such auctions have adequate pen space for sorting, grading and selling 1,000 calves a day.

If private auction facilities are used, it is preferable to schedule a feeder calf sale on a different day from the regular auction sale. Some areas have had trouble because the owner of the auction facilities insisted on holding the calf sale and the regular auction sale on the same day. Under this arrangement some auction operators ran their consigned or purchased cattle, including cull stock, in the sale between various lots of feeders. Tying in the two—feeder calf sale and regular auction—has not proved satisfactory.

Sometimes there is competition from privately owned facilities that want to handle the sale. In such cases the local committee can usually work out a choice by considering the merits of the different facilities and by some rotation from sale to sale. However, too much changing of location may be considered an inconvenience to some buyers. Occasionally the decision on where to hold the sale is settled by vote in an open meeting. Louisiana suggests calling for bids.

Summing up, there are three important items to observe—a good advertising and publicity program, summer field inspection, and a contract with stockyards or auction for sale. No less important is a set of practical requirements—rules of sales—clearly stated, fully understood, and sensibly enforced. (See Exhibits 2 and 3 in the Appendix.)

Problems

USUALLY one of the first problems encountered in establishing a feeder calf sale is to get farmers to

agree to sell their calves along with other farmers' calves. In many areas farmers operating through

³ HULBERT, L. S. LEGAL PHASES OF COOPERATIVE ASSOCIATIONS. F. C. A. Bul. 50. 1942. Pp. 375-385.

auctions follow the practice of by-bidding, or bidding on their own livestock. One important reason why farmers are sometimes reluctant to allow their calves to be graded and commingled with those of other owners is that by-bidding then becomes impractical.

Another problem has been dehorning. In some areas it was difficult to get farmers to dehorn the calves. There was a mistaken impression on the part of some producers that one could not secure a good dehorning job unless the cattle were past the calf stage. Dehorning is, of course, necessary as most feeder buyers insist that the calves they buy be dehorned. It would be impossible to sell calves in many States and areas without having them dehorned.

Grading has been a problem since the beginning of the sales. In some areas there was a tendency to grade calves more from the standpoint of the show ring than from that of the feed lot. In other words, attention was paid to fine points in grading, with some of the basic items neglected.

There was sometimes a tendency to raise the grade of calves that were carrying more flesh and finish. This often resulted in a situation where feeders who were buying calves strictly for finishing would pay as much for Medium or Good calves as for Choice calves, especially where they felt that they could put the extra weight on the cattle in their feed lots cheaper than they could buy it at the auction. This matter of stressing extra finish on animals is still prevalent in some areas. This situation does confuse producers, as often two calves of identical quality may be placed in different grades, one Good and the other Choice, or one Good and the other Medium.

Another problem has been the slips and tags in calves resulting from improper castration. As would be expected this has resulted in much

complaint on the part of buyers. At first sales would permit calves to be entered which had been castrated by emasculators. After numerous failures the rubber band was tried; this method likewise was unsatisfactory. Now a number of States are recommending or requiring the use entirely of the knife in castrating calves. With this requirement in effect rejects have dropped sharply. Some producers, however, maintain that they get good results with the use of elastrators.

Still another problem has been the number of heifer calves buyers bought as open heifers but which turned out to be bred. In some States this problem has been met by the inspection committee turning down all heifer calves at a farm where a bull was found running with the herd.

Eliminating calves with dairy blood has been another problem. A calf from a cow with dairy blood may show up very well at the fall sale as the dam may be giving a considerable quantity of milk. The following spring, however, the dairy blood in the calf will begin to show and a dissatisfied buyer results. This situation has been well taken care of by the inspection committees who look at the cows as well as the bull when making the field selection. The safe rule is to reject all calves from cows which show any trace of dairy blood unless there is a special class for calves of Medium or lower grade in the sales.

There still remains the problem of how to make an adjustment to the buyer when he has unknowingly purchased a bred heifer calf. West Virginia handles this situation with the following requirement in their rules and regulations:

"If a farmer, 4-H or FFA member sells a heifer calf in one of the demonstrational feeder calf sales that proves to have been in calf at time of sale, the consignor shall refund 50 percent of the purchase price to the buyer, or pick up the

heifer at the farm of the buyer, and refund the purchase price to the buyer within 30 days from date notice was mailed to the sale management (postmark date), stating that the heifer or heifers were bred at time of purchase. The purchaser must give this notice to the sale management within 6 months (180 days) from date of purchase and give the Brucellosis ear-tag number. If the consignor does not wish to exercise his privilege of taking the heifer back and refunding the purchase price, then the purchaser shall proceed as follows: When the bred heifer calves or tries to calve, the purchaser shall furnish a certified statement from his veterinarian, or his county agent, stating that the heifer or heifers calved or tried to calve at a given date. If this calving date is within 275 days of purchase, then the consignor shall

be obligated to make settlement with the purchaser. To determine the identification of the consignor, the number of the Brucellosis ear-tag shall be used."

Another matter important to producers is transportation. Each feeder who buys cattle at a sale wants to load them out and get them to his feed lot as quickly as possible. It is difficult to line up trucks ahead of time as most sales are held during the fall months, when there is a normal heavy run of cattle and trucks are in demand. It is worth considerable effort, however, to avoid the delays and dissatisfaction of inadequate truck service.

Over the years new services have been established. Most areas now supply calves to the sale which are immunized for blackleg and shipping fever and are also tested for Bang's disease.

Field Inspection

COMMITTEES insist that calves should be consigned at least 30 days before the sale date to afford ample time for inspection. In most States calves are inspected on farms from 2 to 6 weeks prior to sale. A typical inspection team is composed of two producers and the local county agent. The members of this team are experienced stockmen and the producers in most instances have consigned calves to the sales. These teams usually work under the direction of the agricultural extension service. Only one State makes two inspections—one early and another near the time of sale.

Some States, North Carolina for example, give the inspection teams special training in grading. This State has been successful in acquainting both producers and local inspection committees with the various calf grades through grading

demonstrations. These demonstrations are carried out in a community where 40 or 50 calves are available, and where there is a sorting pen.

The first step in a grading demonstration is to acquaint those attending with the rules and regulations. Calves are then selected which will fit in the middle of each grade, including Fancy, Choice, Good, and Medium. One calf is turned out at a time and those present have a chance to grade the calves, noting down on paper the various grades, dividing or breaking them into thirds. After 15 to 20 calves, farmers get their ideas pretty well together on grade. This makes for uniformity in grading.

Where different service agencies such as representatives of the extension service and the State department of markets cooperate on inspection, the teams may work

together long enough to be certain they are grading the calves alike.

In carrying out the inspection work on the farms reported, a typical procedure was followed. The bull was checked for quality and to note if he was separated from the herd. Cows were inspected to note if there was any trace of dairy blood. Calves were then checked to make certain they had been dehorned and the steers properly castrated. Calves selected had to meet the requirements for grade and be identified

for the owner. A further check was made of the vaccination program followed.

It is the practice for the same committee which inspects the calves on the farms to be present at the yard. Here they check the calves when they arrive for grading and sale.

Field inspection tends to make consignment of calves more definite. Field inspection also serves to eliminate most ineligible stock and avoids disappointment of producers when the sale comes around.

Operating Sales

THERE WAS something of a general pattern in the area from which the sales drew their feeder calves. With the exception of Kentucky, Louisiana, and North Carolina, 10 percent or less of the total volume of calves came from within a radius of 10 miles of the sales. Kentucky drew 40 percent from this nearby section and 85 percent from less than 30 miles. In other States, except Arkansas, there was close uniformity in volume of calves which came from within a radius of 40 to 49 miles and those from 50 miles and over. Another 10 percent or less of the calves came from within a radius of 40 to 49 miles of the sale facility, except for Virginia, where only 5 percent came from the 40- to 49-mile radius, and Georgia and Arkansas, which drew 15 percent and 20 percent respectively from within a 40- to 49-mile radius.

About 5 percent were consigned by shippers whose operations were 50 miles or more from the sale, except Arkansas again, which drew 15 percent from this range. The great bulk of the sales ranged over areas from 10 to 39 miles in radius.

Actually in most States about 30 percent of the calves came from a radius of 20 to 29 miles. However, there was not a great deal of difference percentage-wise between the three areas with radii of from 10 to 19 miles, 20 to 29 miles, and 30 to 39 miles.



A licensed veterinarian is present to vaccinate and blood test calves.

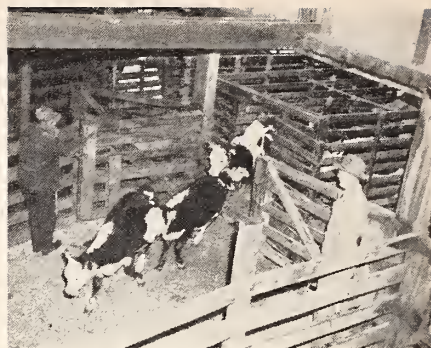
Days of Week Favored

Most States tried to avoid holding sales on Mondays or Saturdays although representatives in South Carolina believed Saturday a satisfactory day. One State insisted that the sale dates be set up so they would not come either the day before or the day after the regular auction sale held at the market. Tuesdays through Fridays were preferred. Virginia, which markets the largest volume of calves, and Arkansas preferred Thursday and Friday.

Time of Arrival

Opinions differed as to the best time calves should arrive for sale. Generally the day previous to the sale was preferred so that graders would have time to sort, weigh, and pen the calves in their various grade and weight groups. In four States calves arrived in the early morning of the sale day. The experience was, however, that if a large volume of calves came in on the sale day—for example, 750 to 1,000—it was difficult to do a good grading job and not delay the opening of the sale.

West Virginia has a routine whereby calves are received, vaccinated, weighed and lotted by weight groups on the first day. On the second day calves are graded according to breed, sex, and size. On the third day all sales are started at 1 p. m. The fact that calves consigned to the West Virginia sales must all be weaned and must have learned to eat facilitates this procedure, as calves are fed during the 3-day period so that they will not show too heavy shrink. The number of calves determines when calves are brought in for some of the sales. Transportation facilities are also a factor. Some farmers



Choice feeder calves unload at market for grading and sale.

use pickup trucks and make two trips on the same day to bring in their calves.

Receiving Calves

Calves at most of the sales are received by the local committee or auction association. In some cases, however, the agricultural extension service and the State department of markets or other agricultural specialists assist in the operation, together with the representatives at the auction market holding the sale. In some cases the committee inspects the calves on the truck before unloading, and if some fail to meet specifications they are kept on the truck and taken back to the farm. In Arkansas an agricultural representative of a local power company handles this checking job.

Identification

Sales officials usually mark calves with ear tags for identification. Each calf carries an ear tag number to insure positive identification, and is lotted by grade and identified by lot number on the pen and sales sheet. In a few instances the round cardboard disks used for ear tags are substituted for numbers pasted on the hips of the animals. Kentucky reports some sales are still using paint to identify calves by owners.

Grading

By Whom

There is no standard rule of procedure as to who grades calves. In Virginia the State Department of Agriculture does all the grading. In Kentucky a representative from the Extension Service and one from the stockyards and/or the local association do the grading on the day of the sale. In some States such as Tennessee and South Carolina representatives of animal husbandry and extension departments do the grading. In other States the Extension Service and the State Department of Agriculture representatives work together. In Georgia, United States graders and extension men team up on the job. In Louisiana a livestock marketing specialist and a packer-buyer work together. Arkansas calves are graded under supervision of a Federal-State animal husbandman.

Grades Made

Tennessee and North Carolina use the same grades—Fancy, Choice, Good and Medium. Kentucky adds another—“Outs,” and Arkansas lists Choice, Good, and Commercial. Virginia sells Fancy and Choice calves together, and has two other grades, Good and Medium. South Carolina favors three grades, Fancy and Choice sold together, Good, and Medium. West Virginia has Fancy, Choice, Medium, and Plain with practically all calves falling in the top three grades. In general, sales follow United States official grades as outlined in U. S. Department of Agriculture Circular 505, *Market Classes and Grades of Feeder and Stocker Cattle*, by W. O. Fraser and Don J. Slater, [rev. 1942].

Calves are graded in a pen adjacent to the scales. Grades are marked by dipping a branding iron in a container of white paint and stamping the calves' backs. Several of the States use the following

grading system: Fancy—AA; Choice—A; Good—G; Medium—bar on shoulder.

Complaints on Grading

There have not been too many complaints on grading of calves except when sales first started in some of the States. Some sellers said that grading had been too rigid. There have been few objections from buyers. It is true that some farmers find it hard to distinguish between condition and flesh and otherwise determine quality in their calves.

Weight Classes

Most calves have a range of weights from 350 to 700 pounds, with 50-pound breaks between ranges. In some States 300 pounds is the minimum weight with a maximum of around 700 pounds. Kentucky lists “under 300” and “800 up.”

The weight range should not exceed 50 pounds until past 500 pounds. Calves in each pen should be uniform not only in quality but also in size. As one veteran grader put it, they should look like peas in a pod. Over 500 pounds, the weight range can be spread further than 50 pounds; it can be spread even to 100 pounds, if need be, after the weight reaches 600 pounds.

Weighing and Penning

It is the practice to weigh all calves individually, after grading and before penning. Different States may use a market operator, an extension man, or a State employee to do the weighing. Kentucky and Virginia use a State-licensed weighmaster. In a few other cases the weighmen are licensed or bonded.

Scales are generally kept in good condition and tested by qualified inspectors, usually a State inspector, every 6 months. Scales are balanced frequently during weighing.

After weighing, calves are penned according to grade, weight, breed, and sex. If the number of pens is limited it is good practice to sell the Fancy and Choice calves together rather than increase the weight spread. This should be held to 50 pounds. In selling calves, uniformity in size, quality, and color is all-important. Where pen facilities are limited, breeds can be mixed and then separated by color before they come into the sales ring. Crossbred and off-color calves should be penned and sold separately. Heifer and steer calves should never be penned together.

The scale ticket should show consignor's name, address, the number of each calf, grade, weight, breed, sex, and pen number. The office then makes up pen sheets listing each calf under its pen number in the order of weighing, and including the information on the scale ticket. The final step is to figure the number of calves and the average weight in each pen. Then a buyer's sheet is prepared which lists the pen number, breed, grade, and average weight in each pen. This sheet should be prepared well in advance of the sale, and the data transferred to a card placed on each pen. Thus buyers will have full information when they inspect the calves in the pens prior to the sale.

Order of Sale

One o'clock is the preferred hour for starting the feeder calf sales by practically all the States, although one State favors 1:30 p. m. and another likes 2 p. m.

The order of sale of calves varies in different States. Some feel that buyers must be warmed up so that they start with some of their lower grades. In one State the sale starts with relatively small size lots with lighter calves, usually grading Choice. After the crowd warms up, the Fancy steer calves

are run into the ring. The general rule, however, is to start with the Fancy or the Fancy and Choice steers in a given breed weighing 300 to 350 pounds and sell them first; then to sell the heavier weight groups in the grade; next to switch to heifers and sell all the heifers in the same grade. With Fancy and Choice steers and heifers out of the way, the Good and Medium grades are sold.

This order is not always maintained. In some States, a committee establishes the routine with the thought of trying to get the most money for the calves. Thus, they sell usually according to the demand of the buyers. For instance, in Kentucky the large lots (but not more than 20) are offered first as a rule, but not always. Some extension workers feel that with southern purebred cattle it is better to start the sales with the lower grades, but that this order does not work well in feeder calf sales. Beef breeds are usually given equal treatment in the order of sale. Thus not all calves of any one breed are sold before some calves of other breeds are offered.

In about half the States it is the practice for auctioneers to start the bids. In others there is a ring man who performs this



Scales in good mechanical condition, regularly tested and balanced every few drafts, insure accurate weights.

service, although in this respect the ring man works closely with the auctioneer. In Virginia, however, the buyer is expected to start the bid.

Buyer's Choice

Most States provide that the highest bidder for a given lot of calves does not have to take all the calves in the lot on which he is the highest bidder. They place various restrictions on buyers, however, in this respect. In South Carolina when bidding on large lots the buyer cannot leave fewer than five head in the pen. In Virginia the high bidder is given a choice of taking as many calves as he needs if more than 20 calves are in the lot sold. In North Carolina a buyer may call out the number of calves he needs to fill out a load. After the high bidder makes his selection any calves remaining in a pen are auctioned off. In Arkansas, Kentucky, and West Virginia the high bidder must take all calves in a given lot.

In the past some States have not commingled ownership. However, beginning with the sales in 1954, in all States except two, calves have been commingled for ownership and none sold individually.

There are few regulations with respect to size of lots of calves sold. Arkansas and Kentucky place a maximum of 20 calves to the pen. West Virginia prefers to have small lots of Fancy heifers ranging from 4 to 6 sold through the ring, since they all go for herd replacements. It is practically a universal practice to sell all calves by weight. West Virginia is the one exception, but is gradually moving towards a program of selling on a weight basis instead of a head basis.

Handling Calves After Sale

The general practice is to move calves out of the yard promptly after being sold. Most are cleared

out by night of the same day of sale, with the remainder left over moving out the next day. If it is necessary to carry calves no charge is made for this service, with the exception of the Georgia sales where there is a charge for feed.

Marketing Charges

There is a wide variety in marketing charges in the various States. In Virginia charges run like this: Commission, \$1 per head; insurance, half of 1 percent of gross sales; yardage, \$1 a head; veterinary expense, 75 cents a head; trucking, \$1 a head. In Kentucky and Tennessee the range of charges is from \$1.25 to \$1.75 a head. Kentucky markets make no charge for yardage. Insurance is included in the commission, but trucking and veterinary service are separate. No feed is given unless by special arrangement. North Carolina charges \$1 to \$3 a head, but the State Veterinarian supplies his services without expense to the sale. In West Virginia there is a range of \$2 to \$2.50 a head, which covers the entire cost to the seller. This includes cost of vaccine against blackleg and shipping fever, auctioneer's fees, labor, and the like. In South Carolina the charge is \$2.50 a head, which includes commission, yardage, insurance, veterinary expense of \$1, and feed.

Auctioneer's fees range from \$25 to \$125 a sale, with \$50 to \$100 the most common amount paid.

Accounting to Consignors

After deducting handling charges the consignor is paid on a weight basis for the number of calves and the total weight he had in each pen at the price for which each pen sold. In cases of buyer's choice or where a pen was cut and the calves in the same pen sold at different prices, the average price for the

pen is calculated, and the farmer is paid for the actual weight of his calves at the average price for that pen.

Mississippi, Louisiana, Georgia, and South Carolina make returns to consignors the same day of the sale. Kentucky, Tennessee, North Carolina, Virginia, and West Virginia make some returns the following day.

The financial responsibility of buyers is assumed in most cases to be the concern of the auction company. In Kentucky the auction market takes the buyer's check and gives a company check for the calves. If a man is not personally known to the management, he will be carefully checked and must present evidence that he can pay. For instance, he may be vouched for by a person well known to the management. He may otherwise be asked to present identification and a statement from his banker.

In general when a loss is suffered, the auction market holding the sale stands it. Extension workers in a number of States feel that more attention should be given to determining the financial responsibility of buyers to safeguard against losses.

Buying Competition

For Steers

Buying competition for steers came from both in-State and out-of-State sources. Kentucky's and Virginia's most important outlet was out-of-State feeders. Feeders within these States were the second best buyers. Next in order for both States were out-of-State order buyers.

Purchases of order buyers for producers within the State ranked fourth for Virginia, with slaughterers ranking last in buying competition, and fifth for Kentucky with slaughterers fourth in that State.

In West Virginia feeders operat-

ing outside the State were the principal buyers. Feeders within the State were the next most important group. Slaughterers ranked third and order buyers fourth with 60 percent of their purchases going outside the State.

Order buyers purchasing for out-of-State and within-State customers afforded important competition in North Carolina, exceeded only by feeders in the State.

Mississippi sent most of its feeders out of the State and in some years saw considerable demand for slaughter stock. South Carolina, on the other hand, disposed of about half its steers to feeder buyers within the State, about one-fourth to out-of-State buyers, and the remaining steers to slaughter buyers. Feeders within the State took 80 percent of the Tennessee steers sold.

For Heifers

In all States except Kentucky, Mississippi, and Georgia, farmers bought most of the Choice quality heifers for herd replacements and to establish new herds. Tennessee farmers buying for their own breeding herds took 85 percent of the heifers. Kentucky heifer calves went mostly to feeders, with out-of-State and in-State order buyers second and third; farmers buying for home herds came last. In Mississippi, farmers buying for breeding purposes represented a fine outlet for heifers up to 1953, when enthusiasm for building herds waned somewhat. In West Virginia, demand was for Choice and Fancy heifers, while the Good and Medium were allowed to go to feed lots.

In Georgia, where herd building required around 50 percent of the heifers, some 20 percent went to feed lot buyers and 10 percent to slaughterers. Fifteen percent of the heifers went to fill orders from outside the State. In North Caro-

lina, on the contrary, three times as many heifers went into feed lots as were taken by farmers for breeding

purposes. Twice as many orders were filled for out-of-State people as for North Carolina order buyers.

Ownership and Type of Facilities

ALMOST all the feeder calf auction sales were held in privately owned yards. South Carolina had one cooperative auction at York. A West Virginia sales organization used the fairgrounds facilities. Georgia had three cooperative auctions and North Carolina one. Of the others, 10 were held in private facilities, 1 was held at fairgrounds, 1 at a county facility, and 1 at a public terminal market.

Some new buildings were put up to house the auction sales, but most of them were held in privately owned facilities already existing. Some used worked-over barns. When public grounds or private auction buildings were accessible, they were usually employed. Experience indicated that in the interest of harmony, such arrangements should be made with care and complete detail. (See Exhibit 3 in the Appendix.)

Facilities for feeding and watering the stock were far from uniform and none too ample. In most

cases arrangements were made to feed and water without special equipment. Adequate arrangements were especially necessary where calves were carried over—in one case as long as a 3-day period. Galvanized tubs were sometimes used for water and feed, where troughs and feedracks were not available. Seven States reported some facilities for feeding and watering stock. In Mississippi and Tennessee no such facilities or only limited ones were found.

In only a few facilities were the pens and alleys paved. Ample parking space was provided in all cases except at two urban facilities, Nashville and Johnson City, Tenn.

In some areas it has been a problem to find adequate facilities to hold the feeder sales. Lack of pen space and a sufficient number of pens have been the limiting factors.

It took at least 45 pens to provide space for all weight groups and grades of calves where two breeds were included in the sale. This



The Northern Virginia Livestock Producers' Association, Inc., holds annually here one of the largest feeder calf sales.

permitted selling Fancy and Choice calves together in 50-pound weight range groups, two breeds and no grade below Medium. This provided three pens for "Out" calves. In practice this sometimes proved to be figuring close with little margin. Some weight groups were so large that calves were crowded too close in a pen. Calves so yarded frequently showed at a disadvantage in the sale ring.

A well-lighted auction ring was

found to be a big help in the sale. Calves can be moved around in such a ring and shown to advantage.

Reports indicate that where facilities are adequate calves can be graded and shaped up in lots of uniform weight and quality. Such calves feed and graze well together. Adequate facilities for grading, penning, feeding, and watering calves preclude excessive shrink and allow calves to start off grazing or feeding with a minimum setback.

Sanitation

IN ALL STATES the auctions practiced some form of disinfection with chemicals. Spraying equipment was usually a requirement. One State, however, preferred sprinkling with lime. Before sales were held the markets were cleaned and the floors covered with fresh shavings. Four States had some compulsory sanitary regulations under the control of the Commissioner of Agriculture or other State officials. In Kentucky such precautions were part of the contract.

Some few complaints were heard that the sales furthered the spread

of disease, but these were mostly regarding shipping fever. Kentucky reported no such complaints, but in that connection it may be noted that most calves came shorter distances from home.

Paved alleys and pens would help keep yards neat and sanitary.

Some precautions, experience indicates, should be exercised to aid in preventing spread of disease. Calves with pinkeye or colds or other signs of disease should be rejected. Also no other livestock should be penned at the yards on the day of the feeder calf sale.

Status of Sales by States

Alabama

IN ALABAMA feeder calf sales were first started in 1938. However, with the growth and more commercialized nature of the beef cattle industry in the State, Agricultural Extension and University specialists deemed it wise to discontinue the demonstration sales. The immediate cause was that the packer buyers usually bid more for the calves than the stocker and feeder buyers felt they could

afford to pay. (In normal years order buyers pick the thinner calves from this area and ship them to Middle Atlantic and eastern Corn Belt States, while packers want the fleshier calves.)

It has been established that most producers are interested mainly in the income per calf. A calf at 500 to 600 pounds, graded Choice, could be marketed in the early summer at more net money than a feeder calf would bring. With the development of cattle

operations on a large scale in this State, many producers now sell their calves direct from their farms and ranches, and others patronize local markets.

The calves formerly sold through the feeder calf auction sales are now marketed at some of the large commercial auctions such as those at Montgomery, Selma, Demopolis, Eutaw, Linden, and the Union Stockyards at Montgomery. Buyers from Alabama and outside the State secure many thousands of these feeder calves, particularly during September, October, and November.

The State Agricultural Extension Service for several years has advocated a program of creep feeding of calves. This feeding program puts the calves in condition where they can be sold to slaughterers as baby beef.

Figure 2.—Beef cattle population in Alabama in 1952, and heaviest production areas.

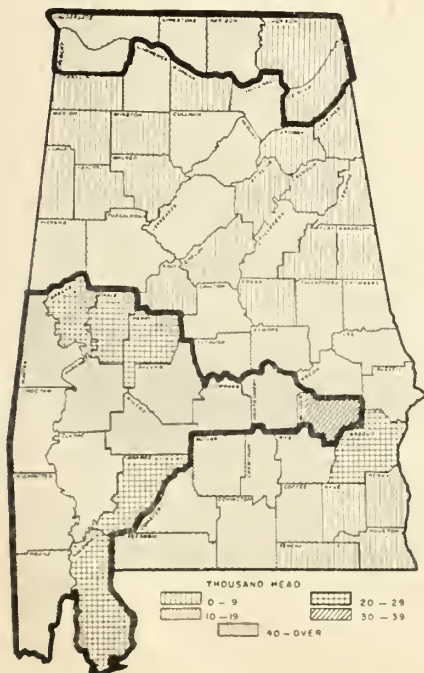


Figure 2 shows the principal beef cattle producing areas in the State. Livestock production is general throughout, but it is heaviest in the south central area and the counties on the north holding the Tennessee Valley.

Arkansas

Arkansas started its feeder calf sale program in 1952, holding its first sale at Marianna. There were no local auction facilities in this area, so it was necessary to build a new sales pavilion. The Lee County Livestock Producers Association donated 10 acres of ground and \$15,000 to build the sales pavilion, and leased both to the Eastern Arkansas Livestock Association for 99 years.

Under the program set up, a fall and spring feeder calf sale will be held each year.

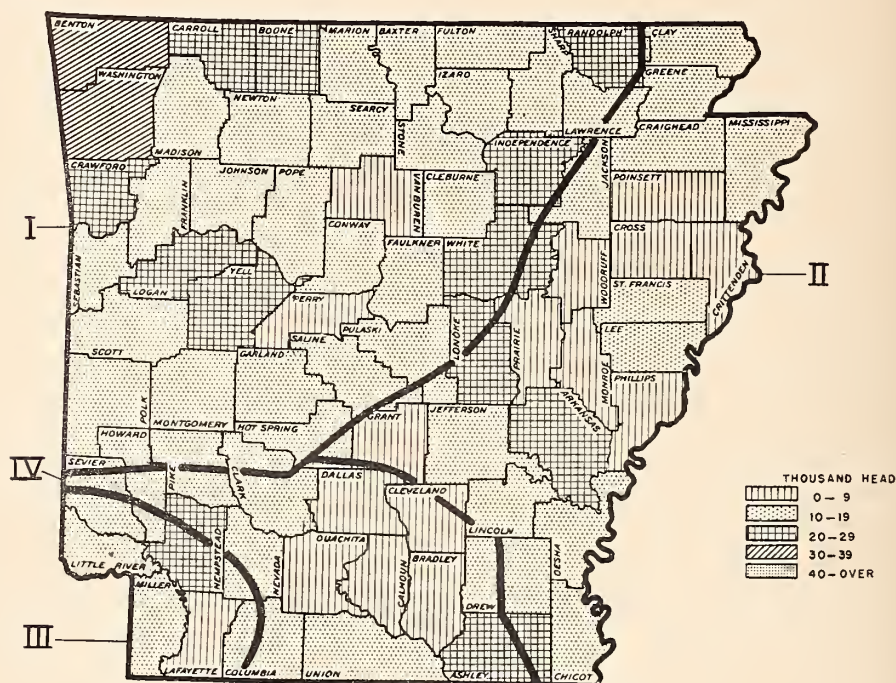
Two sales were held at Marianna in 1954 and one at Texarkana. At the spring sale at Marianna, 533 steers and 362 heifers were sold. The steers weighed on the average 463 pounds and the heifers 458. The average price per 100 pounds was \$16.73 for steers and \$15.83 for heifers. The fall sale at the same place sold 383 steers and 83 heifers averaging 497 and 433 pounds respectively and \$17.35 and \$14.20 per 100 pounds. The Texarkana sale handled 761 head of both sexes weighing 411 pounds average and selling at \$16.04.

Beef cattle have been important in Arkansas for a long time; they were raised in the Ozark and upland areas, on small farms in limited numbers. Since 1934, farm programs developed in the cotton and rice belts have brought about larger herds and more standardized calf production; especially in the area around Marianna, where the sales program was developed.

Figure 3 shows the principal producing sections in Arkansas and the areas of heavier beef cattle population in 1954. Area I includes

the Ozark and upland sections; area II, the cotton and rice sections in eastern Arkansas; area III, a smaller development in the Red River territory, where a sale was held for the first time in 1954; and area IV, coastal plains with timber land and small farms.

Figure 3.—Production areas and beef cattle population of Arkansas in 1954.



Florida

Florida held its first feeder calf sale at Gainesville in 1947. The Florida Aberdeen-Angus Association, the Gainesville Livestock Auction, and the Gainesville Chamber of Commerce were instrumental in organizing this sale. Since 1951, the Hereford and Brahman breed associations have cooperated in the sales. In 1954, all three of the breed associations, the State Marketing Bureau, and the local markets were promoting and assisting in handling the three sales.

In 1953, three sales were held at Gainesville, at which a total of 2,391 feeder calves were sold. The

Aberdeen-Angus sale handled 1,164 calves, the Brahman sale 641, and the Hereford sale 586.

At Gainesville in 1953, 637 Angus steers weighing an average of 400 pounds brought \$14.40 per 100 pounds. At the same sale in 1954, 510 such steers weighing on the average 414 pounds sold for \$16.19 per 100 pounds. Here in 1953, 527 heifers weighing an average of 380 pounds brought \$17.70 per 100 pounds and in 1954, 427 heifers weighing 392 pounds average sold at \$14.78. The sales at Gainesville in 1954 handled 937 head at an average weight of 404 pounds which sold at \$15.57 per 100 pounds.

Sales were held in 1954 at two

additional points, Live Oak and Graceville. The Graceville sale handled 384 head weighing an average of 457 pounds at \$13.62 per 100 pounds; Live Oak handled 569 calves weighing 345 pounds average of which the steers brought \$13.67 per 100 pounds and the heifers \$11.62.

Because there are few sales, calves are consigned from a wide area. Feeders in the State have purchased practically all the steer calves. Most of the heifer calves have been bought by stockmen for their breeding herds.

Requirements for age and quality are not so rigid as at sales in several

other States. However, a sifting committee checks the entries to see if they meet breed standards and the committee's decision is final. The quality of calves in the sales to date has constantly improved, and the sales do offer feeders and breeders an opportunity to obtain the stock they need.

The beef cattle industry in Florida is growing rapidly. Figure 4 shows the principal areas of beef cattle population in the State as of 1950. Except for Jackson County, heaviest production areas are throughout the central half of the State. All commercial producing areas, however, show rapid increase.

Figure 4.—Beef cattle population in Florida, 1950.

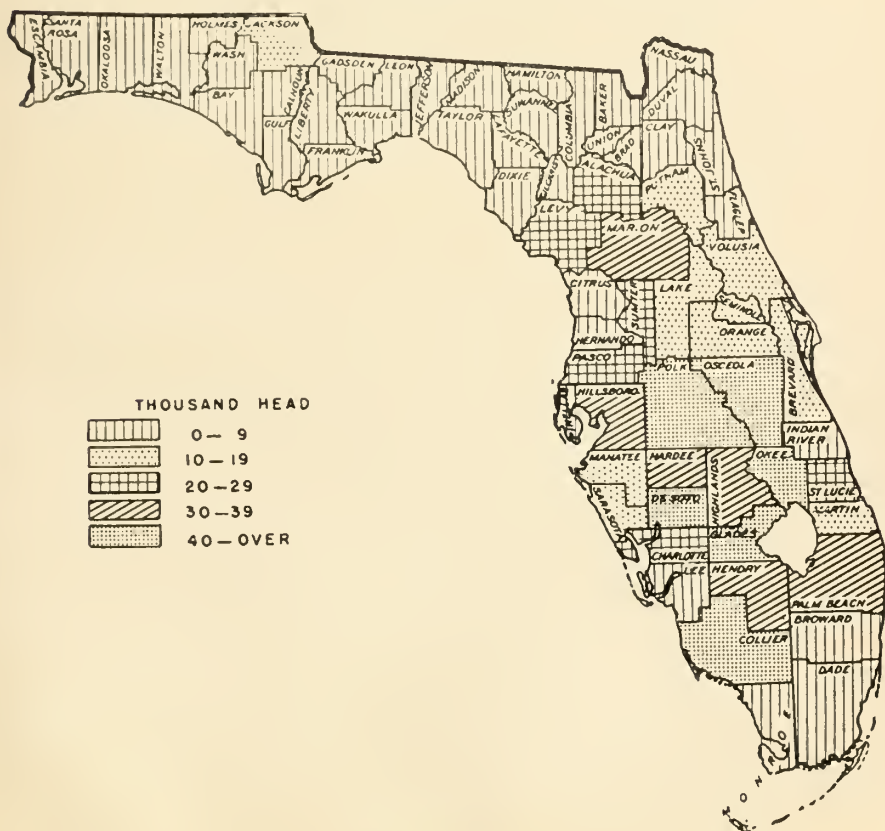
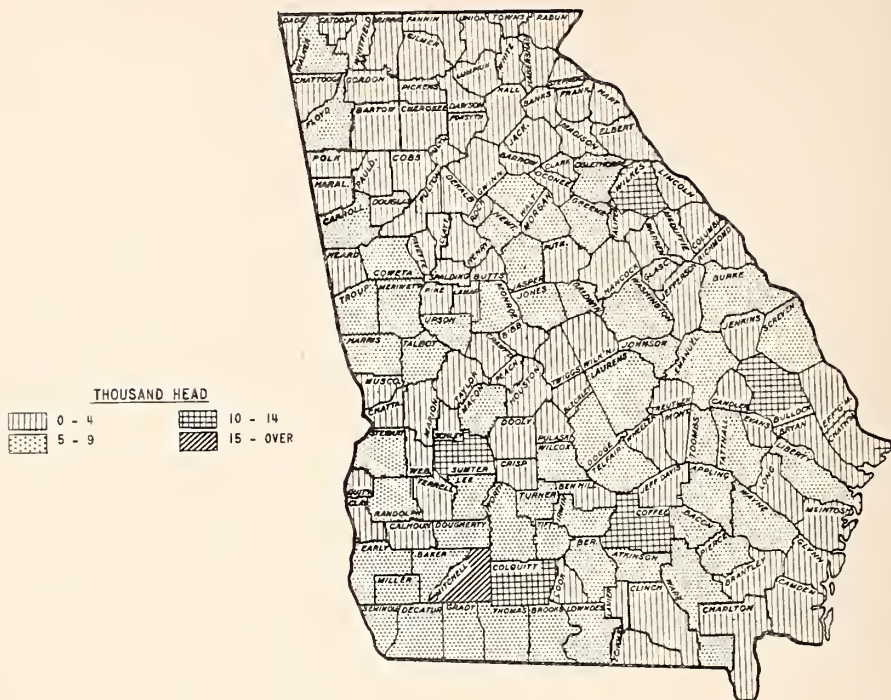


Figure 5.—Beef cattle population in Georgia, 1950.



Georgia

Georgia is comparatively a new-comer in the feeder calf sale program in the South. The first sales were held in 1952, through the efforts of the Agricultural Extension Service with the cooperation of local auctions. That year sales were scheduled at seven points—Atlanta, Athens, Rome, Statesboro, Lyons, Hawkinsville, and Bainbridge. In 1953, one point was dropped (Lyons) and five more sales added, making a total of 11. In 1953, steers and heifers totaling 3,290 moved through the sales. Table 2 shows the number and average prices of these calves.

No organized feeder calf sales program was carried out in Georgia in 1954. However, plans were

made to schedule a series of sales during 1955.

In 1952 calves in some of the sales were sold on their individual merits and were not graded and commingled. This practice has been changed, however, and the program is now set up for all calves to be graded by a representative of the U. S. Department of Agriculture and an extension service worker.

Beef cattle are produced in all sections of Georgia. Figure 5 indicates some areas of heavier cattle population. It is in such sections the feeder calf sales are usually scheduled. Although cattle production is general over the State, the outlined areas are those where production is rapidly increasing.

Table 2.—*Demonstrational feeder calf sales in Georgia, 1953*

Sale	Number of calves sold	Percent- age Fancy and Choice	Range in price per 100 pounds		
			Fancy	Choice	Good
Americus.....	709				
Athens.....	250	13	\$16.50-\$17.50	\$12.50-\$15.00	\$11.50-\$14.50
Atlanta.....	300	19	19.50	13.00- 16.25	11.00- 15.00
Bainbridge.....	350			16.65- 18.60	15.20- 16.40
Camilla.....	209	10		11.40- 16.50	13.00- 16.00
Hawkinsville.....	150	7	19.75	16.20- 20.20	12.00- 15.20
La Grange.....	325	14	14.50- 19.00	12.50- 17.70	8.50- 15.70
Rome.....	442	31	17.00- 27.00	13.00- 20.00	12.00- 16.50
Statesboro.....	200				
Vidalia.....	200	15		15.00- 16.20	11.50- 14.90
Waycross.....	155	2		19.00- 21.40	14.50- 15.75

Kentucky

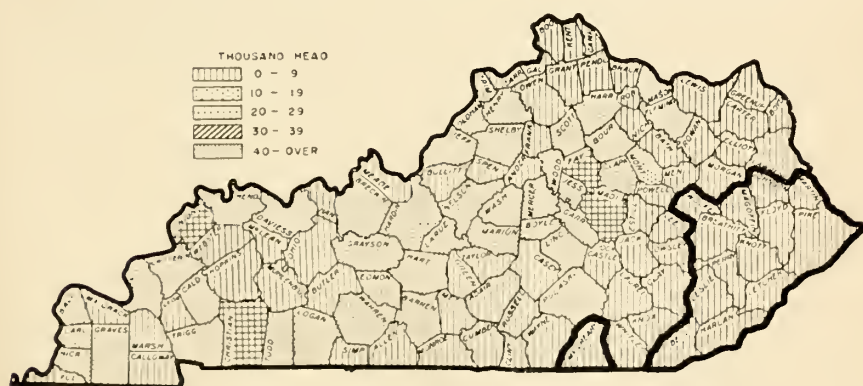
Kentucky organized its first feeder calf sale in 1950 and held it at Albany. Farmer groups working through their county agents were instrumental in establishing the sale, which serves parts of four counties. In an effort to stabilize this program on a permanent basis, the sponsoring farmer groups recently incor-

porated under the Bingham Co-operative Marketing Act.⁴

Feeder calf sales were held in 1953 at three points, Catlettsburg, Monticello, and Albany. These three sales marketed a total of

⁴HULBERT, L. S. LEGAL PHASES OF COOPERATIVE ASSOCIATIONS. F. C. A. Bul. 50, 1942. Pp. 375-385.

Figure 6.—Beef cattle population in Kentucky, 1950.



1,282 calves. The northeastern Kentucky feeder calf sale at Catlettsburg was the largest sale, handling 478 calves. Table 3 shows results of the 1954 sales at Albany, Jamestown, and Paducah. A sale was also held at Catlettsburg in 1954.

With the exception of McCreary County in the south and a 13-county area in eastern Kentucky, all the

rest of the State can be considered potentially a commercial beef cattle production area, although major attention is still being given to fluid milk production in the milksheds of the several cities along the Ohio River.

Figure 6 shows the location of the heavier beef cattle population areas in Kentucky, as of 1950. More

Table 3.—Feeder calf sales in Kentucky, 1954

Point of sale, grade and sex	Number sold	Price per 100 pounds	Percentage Fancy and Choice
Albany: ¹			
Choice:			
Steers.....	36	\$20.50	8.3
Heifers.....	40	18.25	9.2
Good:			
Steers.....	151	19.75	34.8
Heifers.....	111	16.25	25.6
Medium:			
Steers.....	34	17.25	7.8
Heifers.....	25	14.00	5.8
Others.....	37		8.5
Total.....	434		
Jamestown: ¹			
Choice:			
Steers.....	123	18.08	33.0
Heifers.....	56	15.10	15.0
Good:			
Steers.....	101	16.31	27.1
Heifers.....	66	13.08	17.7
Medium:			
Steers.....	5	14.20	1.3
Heifers.....	7	14.69	1.9
Others.....	15		4.0
Total.....	373		
Paducah: ²			
Fancy:			
Steers.....	18	22.09	4.1
Choice:			
Steers.....	64	20.88	14.5
Heifers.....	73	17.02	16.5
Good:			
Steers.....	163	18.36	36.9
Heifers.....	89	16.45	20.1
Medium:			
Steers.....	18	16.73	4.1
Heifers.....	17	14.21	3.8
Total.....	442		

¹ Wolf Creek Feeder Calf Association.

² Purchase Feeder Calf Association.

effort to sell their feeder calves at their farms.

Approximately 4,000 calves were disposed of at the two sales held in 1953.

The beef cattle population of the State is rather evenly distributed as far as numbers go. Exceptions are the coastal marsh areas below New Orleans and those bordering the Gulf of Mexico. However, three different breeding areas stand out. In the southwestern parishes, Angus cattle are predominant; in the four parishes, Beauregard, Vernon, Sabine, and De Soto, we find Brahman cattle; and in the Red River Delta, white faces are preferred.

Maryland

The Agricultural Extension Service of the University of Maryland took an active part in working with breeders in setting up the first sales association in that State. Maryland held its first annual feeder calf sale at Woodsboro in October 1953. (Table 4.) It was organized through the joint efforts of the Maryland Beef Cattle Producers (membership includes producers of both commercial and purebred cattle), the Department

of Animal Husbandry and the Department of Agricultural Economics and Marketing at the University, and the Maryland Live Stock Sanitary Service.

There was considerable interest in the first sale held. Over 700 calves from 74 consignors were sold. Buyers from four States purchased these, with most of the calves going to Maryland and Pennsylvania.

An interesting division of responsibility was set up. Maryland Beef Cattle Producers, Inc., consigned calves, inspected herds (through a committee of three producers), collected fees, selected auctioneers, and performed other miscellaneous duties. Maryland Extension Service supervised grading of calves, assisted in field inspection, and performed all followup work such as helping farmers cull herds and select sires. The marketing agency furnished all facilities to handle and market calves (including feed and water), paid producers, collected from buyers, and saw that all facilities met regulations. The Maryland Live Stock Sanitary Service checked health of the entire herd, health of the calves on delivery, and sanitation of facilities.

Figure 8.—Beef cattle population in Maryland, 1950.

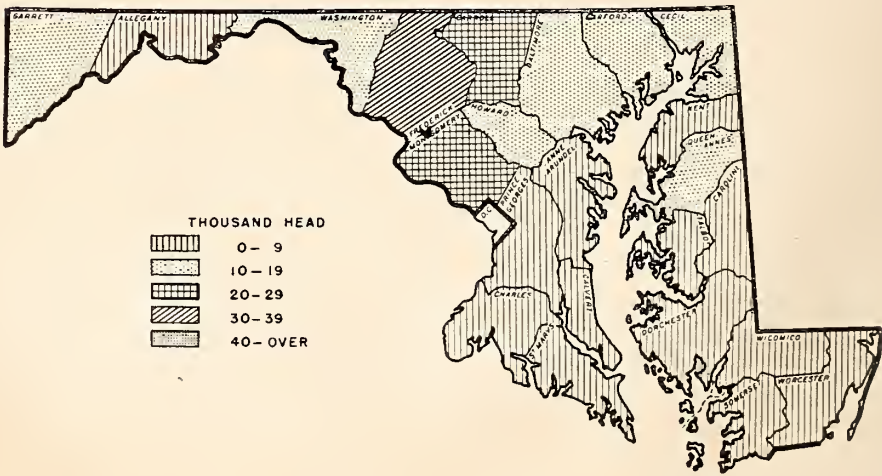


Table 4.—Results of the demonstrational feeder calf sales in Maryland, 1953 and 1954

Grade and sex	Number head sold	Price per 100 pounds
<i>Woodsboro, 1953</i>		
Choice:		
Steers	134	\$23. 76
Heifers	29	21. 19
Good:		
Steers	250	20. 97
Heifers	93	15. 87
Medium:		
Steers	96	18. 65
Heifers	85	14. 16
Fancy and Choice steers selected to be sold as club calves	24	30. 14
Total or average	708	20. 44
<i>Friendship, 1954</i>		
Fancy:		
Steers	19	34. 47
Heifers	7	21. 79
Choice:		
Steers	181	23. 47
Heifers	85	17. 24
Good:		
Steers	362	21. 34
Heifers	159	15. 94
Medium:		
Steers	159	19. 09
Heifers	85	14. 88
Total or average	1, 057	19. 74

Recently the Maryland Beef Cattle Producers, Inc., has assumed the leading role. This group expects to continue the sales program with the assistance of the State Agricultural Extension Service on technical matters. Facilities used in 1954 were new and the Second Annual Calf Sale at West Friendship, Md., was the opening event.

Figure 8 shows the beef cattle population of the State, by counties, for 1950.

Mississippi

A number of feeder calf sales that started in Mississippi several years ago are no longer operating.

In 1952, however, agricultural extension specialists and producers'

committees organized and established a sale at Batesville. This sale handled 943 calves. A sale was held again at this point in 1953. This was a regional sale which included an area of five counties. Two sales were held in 1954, one at Greenville and one at West Point. (Table 5.) Some 2,300 calves were offered at the two sales. They averaged 400 to 550 pounds. Some yearling steers were sold also. The West Point (or Black Belt) sale offered about 800 calves and the larger one at Greenville (the Delta sale) some 1,500.

Mississippi is rapidly developing a beef cattle industry, and is also making strides in improving the quality of its animals. Figure 9 shows the principal cattle produc-

Table 5.—Results of the demonstrational feeder calf sales in Mississippi, 1954

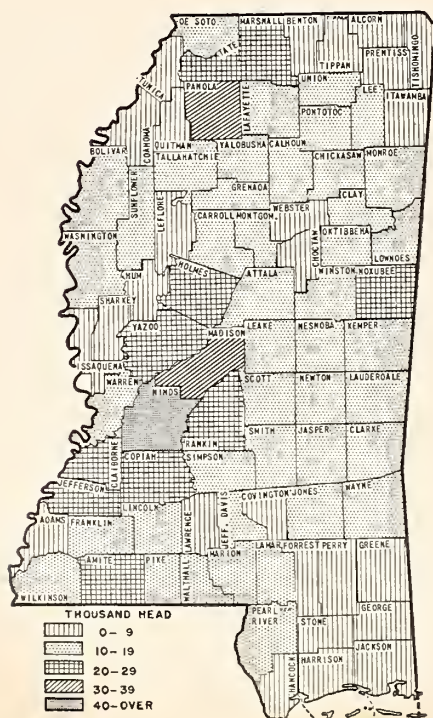
Grade and sex	Average weight in pounds	Price per 100 pounds
West Point sale:		
Choice:		
Steers	400-550	\$17. 00- \$18. 00
Heifers		14. 00- 15. 00
Good ¹	350-500	15. 50- 17. 00
Medium ¹		14. 50- 15. 00
Delta sale; Greenville:		
Choice:		
Steers	450-600	18. 50- 20. 00
Heifers		15. 50- 17. 00
Good ¹	400-500	² 17. 00- 18. 50

¹ Sex not specified.

² Some low grade calves sold for \$16 to \$17 per 100 pounds.

ing areas in the State in 1950. Two areas stand out—the Black Belt and the Delta.

Figure 9.—Beef cattle population in Mississippi, 1950.



North Carolina

The program of feeder calf sales in North Carolina started in 1942. The first sale opened at West Jefferson through the efforts of the State Agricultural Extension Service and other interested State officials working with producers. No other sale was held until 1949. That year five sales went into operation. From then on there was steady growth until 1953, when 14 sales disposed of 3,716 calves.

Table 6 shows a summary of results of the feeder calf sales held in the State in 1953 and 1954 and total figures for sales 1950-54. This table shows that 5 sales in 1953 handled more than 300 calves each, while 3 sales sold fewer than 100 each. In 1954, however, 7 sales handled over 300 head each and no sale had less than 100 head. Two sales were discontinued in 1954 in an effort to reduce the number of sales and to consolidate and build up volume at those held.

There has been a gradual improvement in quality of the feeder calves sold. This has grown out of better production methods and grading demonstrations conducted by the North Carolina State College, where producers and inspection

Table 6.—Summary of feeder calf sales in North Carolina, 1953 and 1954

Place of sale	Number sold		Average weight in pounds		Average value per 100 pounds		Percent graded Fancy, Choice, and Good		
	1953	1954	1953	1954	1953	1954	1952	1953	1954
Asheville	549	487	414	423	\$15.62	\$15.88	55	70	72
Boone	202	288	446	443	15.97	17.31	75	71	79
Burgaw	77		410		17.79		39	60	
Elizabeth City	70		459		16.23		63	53	
Goldsboro	200	278	447	448	18.00	16.76	93	63	89
Greensboro	82	388	468	461	16.72	16.36	60	65	84
Hillsboro	251	349	453	453	16.12	15.91	73	69	82
Laurel Hill	112	137	461	485	18.65	18.06	80	64	84
Pembroke	155	111	499	487	18.03	17.20	84	68	92
Rocky Mount	455	689	490	485	17.74	16.79	82	79	77
Sanford	164	172	432	453	15.36	16.09	63	63	69
Statesville	638	895	450	471	18.42	18.00	62	84	73
W. Jefferson ¹	350	428	407	411	16.25	14.68	79	76	89
W. Jefferson ²	112	417	435	438	17.40	19.73	79	85	91
Total 1950	1,232		437		33.33		52.8		
Total 1951	1,806		445		36.88		86.5		
Total 1952	3,343		439		27.87		71.2		
Total 1953	3,716		445		17.10		74.4		
Total 1954	4,669		454		16.97		80.1		

¹ All heifers.

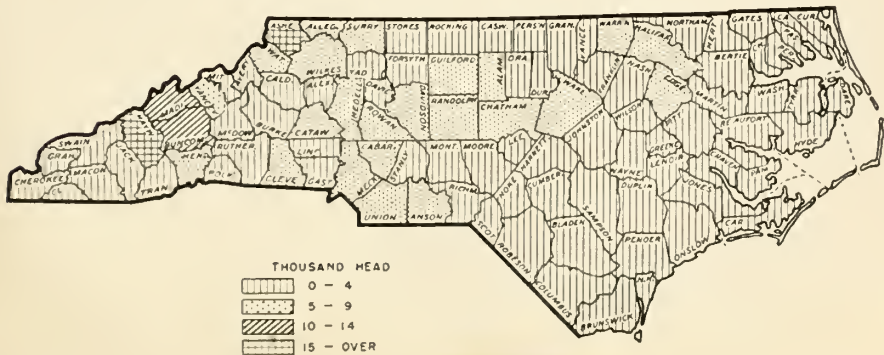
² All steers.

committees in local areas were trained to grade the calves.

Figure 10 shows the areas of heaviest beef cattle population in North Carolina, in 1950. All sections of the State held sales except the Eastern Seaboard, which is

primarily a crop section. Auction markets throughout the State, local chambers of commerce, and other agencies cooperated in furthering the program. Exhibit 1 in the Appendix shows how one agency assisted in spreading information.

Figure 10.—Beef cattle population in North Carolina, 1950.



South Carolina

South Carolina held its first feeder calf sales in 1953 at Greenville, Greenwood, Orangeburg, and Chesterfield. The State Agricultural Extension Department organized and set up these sales. Prices received at the 1953 sales ranged \$17 to \$18 per 100 pounds on Choice calves, \$15 to \$16.50 on Good, and \$15 to \$16 on Medium grades.

Based on the experience in handling the 1953 feeder calf sales, there was considerable interest in improving and enlarging the program. In January 1954, the State Agricultural Committee passed a resolution recommending that a series of graded-lot feeder cattle sales be set up for each section of the State including enough counties to make a successful sale. Under this program eight sales were held in 1954. (See table 7.)

Table 7.—Summary of feeder calf sales in South Carolina, 1954

Place of sale, grade, and sex	Number sold	Average value per 100 pounds	Percent in grade
Columbia:			
Choice:			
Steers.....	63	\$16.90	26.6
Heifers.....	25	14.10	28.1
Good:			
Steers.....	83	16.40	35.1
Heifers.....	31	13.10	34.8
Medium:			
Steers.....	65	14.60	27.5
Heifers.....	30	11.20	33.8
No grade: ¹			
Steers.....	25	13.90	10.8
Heifers.....	3	10.20	3.3
Greenville:			
Choice:			
Steers.....	72	16.80	26.2
Heifers.....	53	14.35	23.8
Good:			
Steers.....	83	15.80	30.2
Heifers.....	74	12.35	36.3
Medium:			
Steers.....	64	14.50	23.3
Heifers.....	66	12.30	29.7
No grade:			
Steers.....	56	12.50	20.3
Heifers.....	29	11.00	10.2
Greenwood:			
Choice:			
Steers.....	117	17.40	40.7
Heifers.....	46	15.10	41.4
Good:			
Steers.....	124	15.97	43.3
Heifers.....	53	11.40	47.7
Medium:			
Steers.....	46	14.43	16.0
Heifers.....	12	10.40	9.9
Lydia:			
Choice:			
Steers.....	30	15.80	19.6
Heifers.....	9	15.32	21.9
Good:			
Steers.....	73	14.95	47.6
Heifers.....	27	14.28	66.0

¹ No grade: Includes bulls, stags, plains, and lightweights under 350.

Table 7.—Summary of feeder calf sales in South Carolina, 1954—Continued

Place of sale, grade, and sex	Number sold	Average value per 100 pounds	Percent in grade
Lydia—Continued			
Medium:			
Steers	37	\$13.00	21.2
Heifers	5	10.50	12.4
No grade: Steers	13	13.25	8.6
Orangeburg:			
Choice:			
Steers	18	15.84	16.0
Heifers			
Good:			
Steers	52	15.77	46.4
Heifers	20	12.83	71.3
Medium:			
Steers	33	13.92	29.1
Heifers	8	9.94	28.7
No grade: Steers	9	10.25	8.2
Walterboro:			
Choice:			
Steers	13	16.55	5.7
Heifers	3	14.84	9.0
Good:			
Steers	99	16.23	13.6
Heifers	14	13.29	12.4
Medium:			
Steers	63	13.87	27.8
Heifers	14	10.85	12.6
No grade:			
Steers	52	14.96	22.9
Heifers	2	11.68	6.0
Winnsboro:			
Choice:			
Steers	108	15.70	34.2
Heifers	48	13.50	26.0
Good:			
Steers	100	13.90	31.6
Heifers	77	12.50	41.7
Medium:			
Steers	93	12.70	29.4
Heifers	59	10.20	32.3
No grade: Steers	15		1.8
York:			
Choice:			
Steers	33	14.40	12.9
Heifers	35	14.00	42.1
Good:			
Steers	74	14.20	32.0
Heifers	44	12.10	53.0
Medium:			
Steers	70	11.85	30.3
Heifers	4	10.40	4.9
No grade: Steers	54	8.75	24.8
Total:			
Steers	1,837		
Choice	454	16.40	24.7
Good	688	15.50	37.4
Medium	471	13.50	25.6
No grade	224	12.70	12.3
Heifers	791		
Choice	219	14.25	27.7
Good	340	12.45	42.8
Medium	198	11.10	25.0
No grade	34	10.95	4.5

Figure 11.—Beef cattle population in South Carolina, 1954, and principal producing areas.

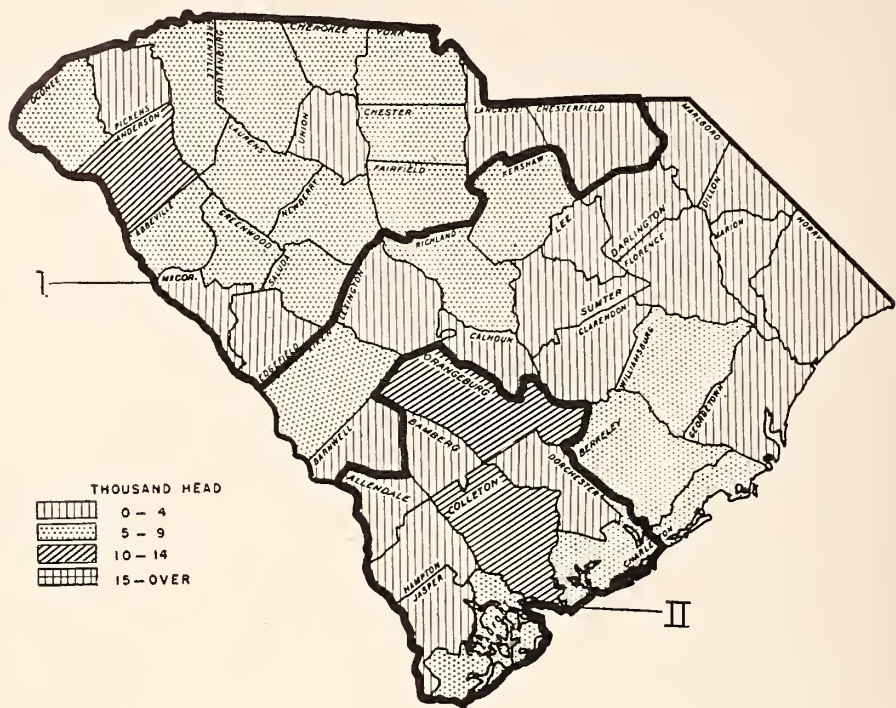


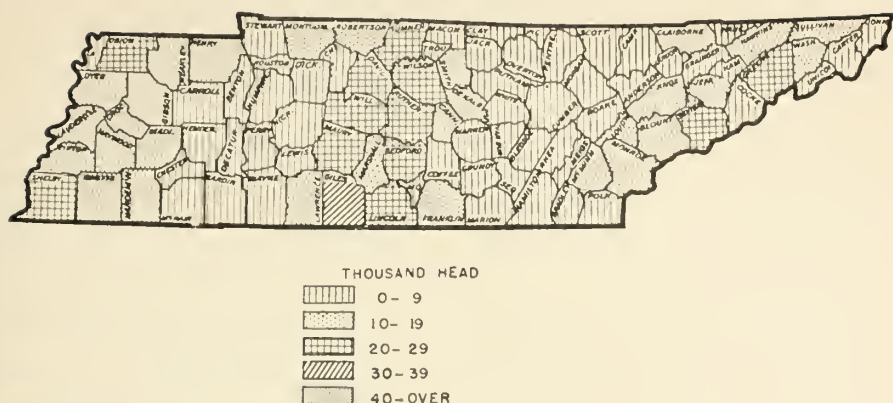
Figure 11 shows the areas in the State where most of the beef cattle are located. There are two principal areas of cattle production in South Carolina, one in the Piedmont, the other in the coastal plain.

Tennessee

Table 8.—Results of the demonstrational feeder calf sales in Tennessee, 1953

Grade	Sex	Number of head sold	Average weight in pounds	Price per 100 pounds
Fancy and Choice	Steers	486	461	\$18. 43
	Heifers	258	445	17. 10
Good	Steers	677	442	17. 36
	Heifers	427	417	15. 37
Medium	Steers	90	436	15. 61
	Heifers	67	386	14. 27
Total or average		2, 005	439	17. 03
Odd lots (white-faced blacks, roans, underweight and overweight).		367	437	15. 35

Figure 12.—Beef cattle population in Tennessee, 1953.



The first feeder calf sale in Tennessee was at Shouns in 1935. The Extension Service was active in establishing the first sale. This sale is now held at Johnson City. With the assistance of a marketing specialist from the University, farmers in the Johnson City area in 1953 reorganized the local cattlemen's organization known as the Mountain Breeders Association,

and established it as a cooperative.

There were no additional sales until 1952 when sales were started at Morristown and Crossville. In 1953 Cookeville and Nashville also started sales, making a total of five. Seven sales operated in 1954 at Cookeville, Crossville, Nashville, Morristown (2), Johnson City, and Rogersville.

All the sales tied in with the

Table 9.—Results of demonstrational feeder calf sales in Tennessee, 1954

Place of sale, grade and sex	Number sold	Price per 100 pounds	Percent in grade
Cookeville:			
Fancy and Choice:			
Steers	41	\$21.57	19.2
Heifers	18	17.70	12.5
Good:			
Steers	128	20.88	60.1
Heifers	82	17.45	56.9
Medium:			
Steers	44	17.18	20.7
Heifers	41	15.17	30.6
Crossville:			
Fancy and Choice:			
Steers	29	20.58	15.4
Heifers	12	17.48	9.5
Good:			
Steers	113	20.24	60.1
Heifers	65	16.48	51.6
Medium:			
Steers	16	16.47	24.5
Heifers	19	16.98	38.9

Table 9.—Results of demonstrational feeder calf sales in Tennessee, 1954—Con.

Place of sale, grade and sex	Number sold	Price per 100 pounds	Percent in grade
Johnson City:			
Fancy and Choice:			
Steers.....	43	\$20. 07	\$23. 2
Heifers.....	21	16. 80	11. 7
Good:			
Steers.....	111	19. 77	60. 0
Heifers.....	121	15. 95	67. 2
Medium:			
Steers.....	31	16. 40	16. 8
Heifers.....	38	14. 82	21. 1
Morristown—1st sale:			
Fancy and Choice			
Steers.....	55	20. 57	28. 6
Heifers.....	69	18. 69	35. 6
Good:			
Steers.....	111	19. 57	57. 8
Heifers.....	101	17. 15	52. 1
Medium:			
Steers.....	26	17. 50	13. 5
Heifers.....	24	14. 35	12. 4
Morristown—2d sale:			
Fancy and Choice:			
Steers.....	40	19. 25	22. 9
Heifers.....	26	17. 67	16. 0
Good:			
Steers.....	102	18. 57	58. 3
Heifers.....	98	16. 06	60. 5
Medium:			
Steers.....	33	16. 57	18. 9
Heifers.....	38	13. 43	23. 5
Nashville:			
Fancy and Choice:			
Steers.....	39	21. 39	13. 7
Heifers.....	19	19. 42	9. 3
Good:			
Steers.....	157	21. 26	55. 3
Heifers.....	105	16. 37	51. 5
Medium:			
Steers.....	88	17. 94	31. 0
Heifers.....	80	14. 54	39. 2
Rogersville:			
Fancy and Choice:			
Steers.....	70	20. 57	28. 2
Heifers.....	17	19. 49	11. 8
Good:			
Steers.....	157	19. 22	63. 3
Heifers.....	87	16. 79	60. 4
Medium:			
Steers.....	21	14. 74	8. 5
Heifers.....	40	14. 36	27. 8
Total or average:			
Steers.....	1, 485	18. 56	-----
Heifers.....	1, 154	17. 13	-----

NOTE: Average weight of steers was 438 pounds, heifers 399 pounds. A total of 359 odd lot calves weighed an average of 396 pounds per head and sold at \$16.18.

State demonstrational feeder calf program. One additional sale, not a member of the State group, has been held at Somerville each fall since 1939. This sale provides a market for feeder calves and has been a point where western Tennessee buyers could purchase them.

At present the Extension Service, the Tennessee Department of Agriculture and area feeder calf associations are all cooperating in promoting and conducting the sales.

Table 8 shows the results of the demonstrational feeder calf sales in Tennessee in 1953, table 9 the results for 1954. The Mountain Breeders Association sale at Jefferson City was the largest sale, handling 666 head.

Figure 12 shows the principal beef cattle producing areas in the State.

Virginia

Virginia was one of the pioneer States in the feeder calf sale program in the East and South. The first sale, held in 1938, served the Ewing and Tazewell areas.

From 1938, there was a steady growth in sales and volume up to and including 1943, when 19 sales disposed of a total of 6,979 head. Sales lagged during the war and

postwar period but since 1949 there has been a rapid increase. In 1953, sales totaling 28 handled 20,663 head, including 13,554 steers and 7,092 heifers.

Most of the sales are located in the southwestern and the northern sections of the State, with the largest sale at Winchester. These areas predominate in grass cattle production. Table 10 shows a summary of the 28 beef calf sales held in 1953. Forty-four percent of the calves sold graded Good or Choice.

For several years there was a growing demand for establishment of some spring feeder calf sales. In April 1954, Dublin, Richmond, Lynchburg, and Winchester held sales of steer and heifer calves. These four sales handled a total of 2,705 calves. Producers showed considerable interest in the sales. They also supplied pasture operators with cattle for grazing. Virginia plans to continue these spring feeder calf sales.

The 34 calf sales operated at 28 points in 1954. (Table 11.)

In 1944 the Virginia Beef Cattle Producers Association was organized. Since 1952, this association, with a paid secretary, has become responsible for advertising and promoting the feeder calf sales. Producers are now taking much of the

Figure 13.—Beef cattle population in Virginia, 1953.



Table 10.—Virginia beef calf sales, 1953

Sale point	Number of calves sold	Average weight in pounds	Price per 100 pounds	Percentage Fancy and Choice
Ewing ¹ -----	503	442	\$17. 03	50
Charlottesville-----	1, 296	467	18. 54	40
Culpeper-----	896	466	19. 23	64
Orange-----	799	433	18. 33	47
Christiansburg ² -----	945	436	15. 94	42
Buena Vista ¹ -----	624	466	17. 43	43
Lynchburg-----	762	454	17. 50	49
Bedford-----	435	430	15. 60	47
Staunton-----	868	487	16. 97	41
Monterey ^{1 2} -----	765	442	17. 30	51
Harrisonburg-----	507	442	17. 47	50
Richmond-----	778	428	19. 90	39
South Boston-----	386	447	17. 02	35
Wytheville ^{3 4} -----	424	447	16. 99	46
Roanoke-----	320	472	16. 06	36
Winchester-----	2, 793	438	19. 56	38
Front Royal ^{4 5} -----	962	411	21. 09	61
Abingdon-----	1, 722	427	16. 50	37
Fredericksburg-----	684	475	21. 09	39
Tazewell-----	277	413	15. 87	30
Danville-----	330	440	18. 65	48
Petersburg-----	346	467	22. 03	42
Wytheville ² -----	869	439	17. 28	43
Monterey ⁶ -----	558	451	18. 21	42
Front Royal ⁷ -----	702	442	19. 06	39
Buena Vista ⁶ -----	367	406	18. 10	42
Ewing ⁶ -----	284	392	17. 16	42
Orange ⁶ -----	461	411	18. 39	56
Total or average-----	20, 663	443	18. 21	44

¹ First sale held.

² Hereford calves.

³ For Southwest Virginia.

⁴ Angus calves.

⁵ For Rappahannock County.

⁶ Second sale held.

⁷ For Page County.

responsibility for the sales formerly carried by the State Agricultural Extension workers.

Figure 13 shows the 1953 beef cattle population by counties, for the State.

West Virginia

West Virginia was the pioneer in establishing feeder calf sales in the Eastern and Southern States. It held the first sale in 1931 at Jackson's Mill, W. Va. This sale has been continued since 1931. These sales have grown until, in 1953, two State shows and sales together with 10 regional sales were held. These

serve all the principal cattle producing areas.

Figure 14 shows the principal cattle producing areas in the State as of 1951. It will be noticed that the larger cattle areas are in the central part of the State, with the second most important division in the northern counties.

In 1953, the 12 sales disposed of 3,648 steers and 2,368 heifers. Table 12 contains data on these sales.

The West Virginia Livestock Association, West Virginia University, and the State Department of Agriculture jointly sponsor these feeder calf sales. West Virginia

Table 11.—Virginia beef calf sales, 1954

Sale point	Number of calves sold	Average weight in pounds	Price per 100 pounds	Percentage Fancy and Choice
Orange	681	444	\$49.01	36
Charlottesville	1,054	482	24.43	45
Chilpeper	963	449	20.16	57
Staunton	811	451	19.57	50
Roanoke	365	428	18.45	50
Christiansburg	589	439	18.23	32
Buena Vista ¹	617	463	19.58	53
Lynchburg	1,085	449	19.76	34
Bedford	404	430	19.51	44
Ewing	463	426	17.92	44
Harrisonburg	725	426	19.61	31
Richmond	1,444	431	48.80	32
Dublin ^{2 3}	695	440	19.98	38
Winchester	3,818	440	20.14	34
Abingdon	1,253	411	19.08	36
Front Royal ^{3 4}	1,157	412	19.77	55
Monterey ^{1 5}	954	460	20.07	49
Tazewell	299	416	49.26	40
Fredericksburg	998	438	17.44	30
Dublin ^{5 6}	655	433	19.55	45
Wytheville ⁵	992	432	18.98	38
Petersburg	744	448	16.67	46
Monterey ⁶	666	455	17.81	38
Front Royal ⁷	850	436	18.94	37
Buena Vista ⁶	711	416	18.63	50
South Boston	619	456	17.41	40
Danville	472	462	46.35	45
Orange ⁶	664	424	19.30	44
Total or average	24,445	439	19.23	41
1944	5,681	412	12.00	56
1945	5,102	422	14.43	57
1946	5,991	460	19.53	58
1947	6,006	460	20.25	68
1948	5,771	471	28.00	66
1949	8,009	463	25.52	63
1950	12,704	453	32.85	55
1951	17,278	448	39.37	47
1952	20,419	440	27.64	44
1953	20,663	443	18.21	44
1954	24,445	439	19.23	44

¹ First sale held.

² For Southwest Virginia.

³ Angus calves.

⁴ For Rappahannock County.

⁵ Hereford calves.

⁶ Second sale held.

⁷ For Page County.

has pioneered in requiring calves consigned to the sales to be weaned and put on dry feed at least 2 weeks prior to the date of sale. Creep feeding is encouraged if there is not sufficient grass and milk to make calves gain 50 to 60

pounds during July and August.

All experienced feeders recognize that this system of operation helps to insure calves coming to the sale in thrifty condition. They will continue on feed or pasture for the buyers with a minimum of setback.

Table 12.—*Demonstrational feeder calf sales in West Virginia, 1953*

Sale point	Number of calves	Average weight in pounds			Price per 100 pounds			Percentage in indicated grade		
		Fancy	Choice	Good	Fancy	Choice	Good	Fancy	Choice	Good
Steers:										
Jackson's Mill ¹ -----	298	433	435	427	\$26.92	\$24.54	\$19.48	22.1	33.6	35.6
Petersburg ¹ -----	273	407	425	424	23.30	22.34	19.78	21.6	41.8	35.2
Spencer -----	223	440	442	421	22.50	17.71	15.76	9	48.0	48.0
Gassaway -----	199	-----	439	461	-----	16.62	13.43	-----	49.8	44.7
Marlinton -----	209	-----	433	444	-----	18.04	14.55	-----	42.6	47.4
Petersburg ² -----	213	-----	440	433	-----	20.14	17.42	-----	24.9	62.0
Lewisburg -----	662	375	518	486	20.87	18.61	16.15	6	28.9	56.0
Jackson's Mill ³ -----	486	448	447	432	22.76	22.23	16.76	3	33.6	45.2
Jackson's Mill ⁴ -----	468	438	394	410	29.66	21.06	16.54	6	31.7	49.8
Terra Alta -----	179	401	444	416	16.52	16.33	15.57	3	94.7	0
Lamberton ³ -----	247	429	451	443	19.87	18.40	16.82	10	96.1	5
Lamberton ⁴ -----	191	396	400	377	18.65	18.53	18.29	5	85.3	4
Total or average -----	3,648	421	443	439	23.60	19.64	16.63	5.3	38.8	46.0
Heifers:										
Jackson's Mill ¹ -----	127	395	427	410	\$28.50	\$18.56	\$15.24	23.6	30.7	43.3
Petersburg ¹ -----	159	408	424	370	16.88	16.78	12.29	23.3	44.0	32.7
Spencer -----	190	510	395	393	15.25	14.01	13.10	1	53.7	42.1
Gassaway -----	78	440	408	434	15.01	12.69	10.73	5	161.5	28.3
Marlinton -----	147	-----	413	405	-----	10.97	10.32	-----	44.9	53.7
Petersburg ² -----	193	-----	405	400	-----	12.95	10.93	-----	47.2	46.1
Lewisburg -----	467	452	487	457	13.23	12.01	10.32	2	84.7	9
Jackson's Mill ³ -----	337	397	411	402	16.35	14.63	11.92	8	34.3	0
Jackson's Mill ⁴ -----	312	403	396	402	25.47	14.01	12.84	1	33.6	51.6
Terra Alta -----	97	-----	408	381	-----	13.45	12.69	-----	38.2	50.5
Lamberton ³ -----	156	414	432	424	16.75	14.33	13.32	2	661.5	30.8
Lamberton ⁴ -----	105	-----	384	416	-----	14.95	13.85	-----	38.1	60.0
Total or average -----	2,368	410	425	411	19.26	13.68	12.04	5.2	45.2	41.6

¹ State sale.

² Regional sale.

³ First regional sale held.

⁴ Second regional sale held.

Table 13.—*Demonstrational feeder calf sales in West Virginia, 1954*

Sale point	Number of calves	Average weight in pounds			Price per 100 pounds			Percentage in indicated grade		
		Fancy	Choice	Good	Fancy	Choice	Good	Fancy	Choice	Good
Steers:										
Jackson's Mill ¹	244	419	420	430	\$32.73	\$26.87	\$20.38	25.0	41.4	25.4
Lewisburg	555	417	440	425	24.90	22.56	20.91	7.2	42.2	37.5
Petersburg ¹	331	415	451	419	27.56	23.98	21.26	19.8	30.0	14.6
Petersburg ²	220	376	453	428	24.90	21.83	20.37	2.3	40.4	48.2
Jackson's Mill ³	475	431	458	422	27.55	24.24	22.63	5.3	37.3	14.4
Jackson's Mill ⁴	402	392	413	397	27.03	23.72	20.15	3.2	38.1	47.8
Spencer	217		436	440		22.86	18.85		59.9	34.6
Gassaway	136	535	463	435	21.75	20.58	18.05	2.2	61.8	27.2
Marlinton	200	510	461	429	22.75	20.66	20.50	0.5	40.0	52.0
Terra Alta	151	415	456	437	20.75	20.14	18.71	1.3	40.3	39.6
Lamberton ³	188	445	461	411	21.74	20.79	19.85	4.8	56.3	34.1
Lamberton ⁴	314	377	430	404	24.79	21.04	18.34	2.6	59.2	35.0
Total or average	3,439	423	443	424	27.96	22.59	20.48	6.8	43.7	40.1
1950	2,425	423	441	430	37.40	33.95	32.36	5.3	37.9	42.4
1951	2,505	431	416	429	46.80	42.72	39.28	4.5	34.7	45.0
1952	3,505	413	447	426	35.00	30.01	26.26	6.4	39.0	42.3
1953	3,618	421	413	439	23.60	19.64	16.63	5.3	38.8	46.0
Heifers:										
Jackson's Mill ¹	128	410	413	403	21.35	17.63	17.12	18.0	46.9	33.7
Lewisburg	332	452	419	414	18.52	16.24	15.11	0.9	48.8	41.3
Petersburg ¹	208	377	429	422	18.29	16.67	14.79	8.2	59.6	32.2
Petersburg ²	175		411	411		15.79	14.53		43.4	45.7
Jackson's Mill ³	309	418	419	416	20.43	17.45	16.52	6.5	41.8	47.2
Jackson's Mill ⁴	357	384	394	379	18.84	16.36	15.36	5.0	41.2	42.9
Spencer	171		475	393		17.23	15.98		41.0	51.0
Gassaway	67		441	398		14.48	13.20		46.3	52.2
Marlinton	116		412	409		14.90	11.35		53.5	42.2
Terra Alta	105		437	441		14.22	12.49		52.4	32.4
Lamberton ³	112		453	414		16.45	16.47		57.1	39.3
Lamberton ⁴	184	409	415	391	15.80	14.93	14.26	2.7	54.9	39.7
Total or average	2,264	401	421	405	19.62	16.21	15.26	3.8	47.8	41.9
1950	1,471	420	419	403	36.55	31.51	28.93	7.8	42.7	40.9
1951	1,595	405	409	400	43.71	39.19	35.57	2.8	39.7	37.0
1952	2,279	411	412	408	32.14	26.05	24.41	2.3	33.2	48.7
1953	2,368	410	425	411	19.26	13.68	12.04	5.2	45.2	41.6

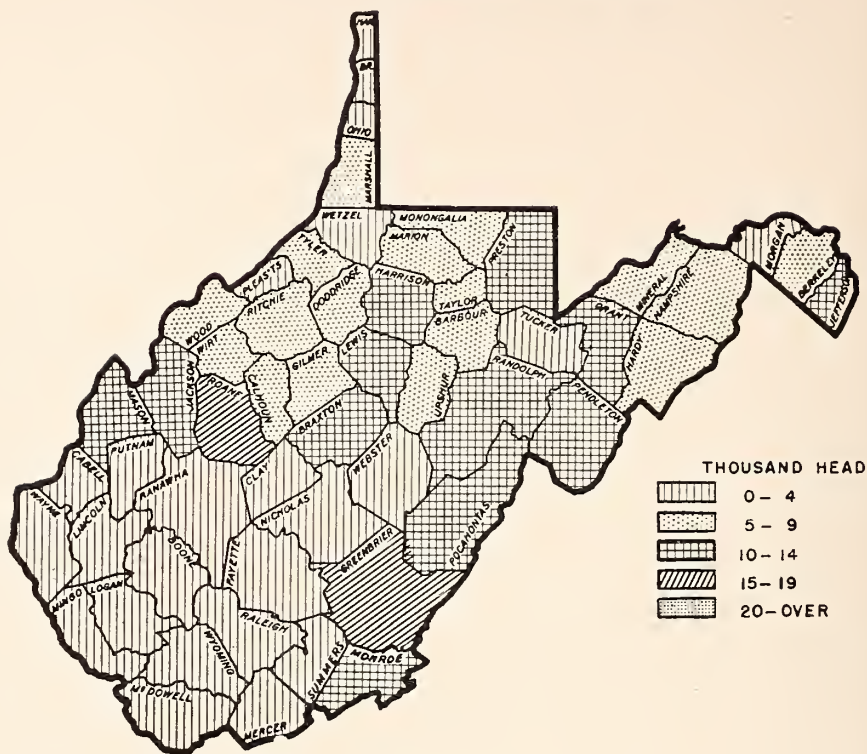
¹ State sale.

² Regional sale.

³ First regional sale held.

⁴ Second regional sale held.

Figure 14.—Beef cattle population in West Virginia, 1951.



Looking Ahead

IT IS ONLY logical to raise the question as to the future of demonstrational feeder calf sales in the Southeastern States. In Alabama feeder calf sales which were organized and which flourished several years ago have now been abandoned. In other States feeder calf sales are gaining in popularity.

State extension services in some States have been advocating a program of creep feeding of calves. This feeding program usually puts the calves in condition where they can be sold to slaughterers as baby beef. This program will probably develop along with the demand for this class of beef. Usually there has been a good market for baby beef in various areas of the South.

Occasionally a point of satura-

tion of the local markets has been reached with this beef and packers have been compelled to move some of the baby beef to northern and eastern markets. Their marketing experience at times has not been satisfactory in shipping these light carcasses to areas which have been accustomed to consuming aged and heavier carcass beef.

Looking ahead it is fairly safe to predict that with more grain being grown more cattle will be fed in different areas in the South. It is questionable, however, if grain feeding or finishing of cattle will outstrip the production of feeder calves enough to decrease the number available for movement out of the States as feeders.

In years past different sections

of the United States developed a reputation for producing high-quality feeder cattle. Areas like the Davis Mountain country of western Texas, the western slope of Colorado, and the Sandhills of Nebraska produce a quality of feeder cattle known everywhere.

Some States in the East and South which have been engaged in a cattle improvement program are also beginning to develop a reputation for producing good cattle, and this reputation is spreading to the Corn Belt and Northern States. This reputation seems

likely to continue to grow as better bulls and breeding heifers and cows are selected for the herds which will produce higher quality calves.

The performance of feeder calves from the Eastern and Southern States in the feed lots is the test of whether or not there will be a growing demand for such calves. Testimonials from feeders, plus the fact that some calves from this area have gone into the Corn Belt and competed successfully at county and State fairs and cattle shows, is evidence of the quality of cattle being produced.

Appendix

Exhibit 1

CENTRAL CAROLINA FARMERS EXCHANGE INC.

DURHAM, N. C., November 10, 1953.

Attention Beef Cattle Farmer:

Enclosed are the results of the sale by 42 farmers in marketing their 1953 Beef Calf Crop on October 9 through Farmers Exchange Livestock Market. These results point out where you stand with a commercial cow herd this year.

One farmer in this group received \$107.00 average per calf. Some others received only \$53.00 average per calf. These figures represent the return from one beef cow in a year. You be the judge as to which of these herds is profitable and which of you can stay in the beef cattle business profitably. In most instances, you have very similar basic conditions. Breeding, management and feeding is the difference here and in most other cases.

Two hundred and fifty farmers in this market area have some form of beef cattle. Fifty percent of these are desirous of becoming commercial cow herd operators. There is plenty of room at the top for such a beef cattle program. Those that produce good calves and follow recommended marketing practices will continue to gain under present conditions.

We in this section are relatively new in beef cattle and are to be commended for the progress made. We and your County Agents are conducting your Feeder Calf Sale as directed by, and with the help of, your State College and State Department of Agriculture Workers. They say that your Feeder Calf Sales have made more improvement in the past three years than any in North Carolina. We still have a long way to go, realizing that older and more established beef cattle sections are making continual progress. We will be wise to continue to improve our cattle program, and through the years let them help us in earning a greater portion of our farm income.

We have the best technical source of information and guidance through our county and state agencies. With their help and stronger determination on our part, we can and must go forward with beef cattle.

Sincerely,

(Signed) JACK TILSON,
C. Y. (Jack) Tilson,

Livestock Production and Marketing Service.

[Enclosure.]

Exhibit 2

Requirements for Second Annual Maryland Feeder Calf Sale

A. Sanitation and Health Requirements:

1. General: All animals for consignment *must* be free of evidence of infectious and contagious diseases.
2. Shipping Fever and Black Leg: All animals regardless of sex must be adequately protected against shipping fever and black leg. A veterinarian's certificate *must* be presented before calves will be permitted to be unloaded at the market. **NO VACCINATION WILL BE DONE AT THE YARDS.**
3. Tuberculosis: All animals must originate in an Accredited Tuberculosis-free herd or a clean herd in a Modified Accredited Area.
4. Brucellosis:
 - (a) All heifers *must* originate in a Certified Brucellosis-free herd or in a herd under supervision in which all animals in the herd have passed a satisfactory test within 90 days of sale date.
 - (b) All heifers must be calfhood vaccinated for brucellosis with Strain 19 and need not be blood tested. A record of official vaccination must be furnished when calves are delivered.
 - (c) Steers need not be blood tested.
5. Out-of-State Consignment: *Consignments from other States must meet all of the above requirements.*

B. Eligibility Requirements for Calves:

1. Parentage: Calves shall be sired by a purebred beef bull, registered in his respective breed association, and out of high grade commercial or purebred cows of beef breeding.
2. Ownership: Calves eligible for the sale must be produced by the consignor.
3. Grade, Weight, and Age: Calves shall be of "Medium" grade or better and weigh 350 pounds or more on October 15, 1954, and born since January 1, 1951. Calves grading "Fancy", "Choice", "Good" and "Medium" will be accepted.
4. Castration: All male calves must be castrated, preferably with a knife, at least 30 days prior to date of sale. Calves that have already been "pinched" or "elastreated" will be acceptable at the discretion of the Field Inspection Committee. Calves that have not, as yet, been castrated and are to be consigned to the 1954 sale shall be castrated with a knife. (In future sales only those calves castrated with a knife will be eligible for consignment.)
5. Dehorning: All horned calves must be dehorned and wounds completely healed by the day of sale.
6. Farm Inspection: Calves will be inspected on the farm by a Field Inspection Committee to insure adherence to quality, weight, and age requirements.

C. Consignment, Delivery, and Selling Fee:

1. Deposit: Prior to September 1, the breeder will post a deposit of \$3.00 for each calf accepted by the Field Inspection Committee. This deposit shall be forfeited if the calf is not delivered for the sale, except for calves rejected by the graders or representatives of the Maryland Live Stock Sanitary Service. This fee will cover the cost of advertising, weighing, grading, feed (hay and water), yardage, insurance and selling.
2. Delivery: All calves to be sold shall be delivered to the Baltimore Livestock Auction Market, Inc., West Friendship, Maryland, by 3.00 p. m., Friday, October 15, 1954.

D. Health Inspection, Tagging, and Weighing:

1. Arrival: Upon delivery all calves will be inspected for general health by an accredited veterinarian. Calves determined to be in good health will be individually tagged and then weighed by a licensed weighmaster.
2. Grading: Calves shall be graded by qualified graders immediately after being weighed.
3. Pooling: Calves shall be pooled according to breed, sex and grade; and further divided into weight groups. Effort will be made to group calves to sell to their best advantage. A reasonable number of selected calves will be sold individually.
4. Buyer Inspection: Buyers may inspect calves the morning of the sale.
5. How Sold: Calves will be sold per hundredweight at auction. A sales unit shall consist of one pen.

6. Buyer Privilege: Each animal will be at the purchaser's risk as soon as sold but can not be removed from the yards until settlement has been made with the Baltimore Livestock Auction Market, Inc.
7. Removal of Calves: Calves must be removed by the buyer within 24 hours after the end of the sale to avoid service charges for feed and care. Cattle remaining beyond that time will be cared for by the Baltimore Livestock Auction Market, Inc., at the purchaser's expense.

Exhibit 3

Contract Between the Cattlemen's Association and the Stockyards Management

The Stockyards Management Agree To:

1. Meet with the _____ Association Sale Committee at least one month ahead of the sale to determine the best method and details of handling the sale.
Further it is agreed that the Stockyards Management and necessary barn personnel will meet with the Sales Committee the day before the sale to work out final arrangements for receiving, weighing, penning and selling the cattle.
2. Furnish the necessary barn and clerical personnel to successfully handle details of the sale.
3. Assume full financial responsibility for all cattle entered in the sale.
4. Have the barn free of all other livestock the day of the sale.
5. Let the _____ Association Sales Committee determine whose and what calves will be received and sold in the sale.
6. Allow a committee selected by the Association to grade the cattle into U. S. Government grades and sort such cattle into 50 pound weight groups according to sex, breed, etc.
7. Make the necessary changes in the pens to accommodate the various groups of calves designated by the Official grading committee.
8. Charge the regular commission of \$_____ per head.
9. Allow the Cattlemen's Association Sales Committee to select the auctioneer. (Usual charge of regular auctioneers to be applied on cost of one selected by the committee.)
10. Allow the _____ Association to determine the order of sale.
The _____ agrees:
 1. To assume the responsibility for soliciting and securing membership among the beef producers.
 2. To be responsible for inspection and acceptance of the calves on the farms of the members.
 3. To have the calves at the sale at the time and date agreed upon by the Stockyards Management and Sales Committee.
 4. For the stockyards to deduct the regular commission price of \$_____ per head at the time of sale.
 5. To cooperate with the stockyards in soliciting buyers for the sale.

Signed this _____ day of _____

Stockyards management _____

Stockyards management _____

Sales Committee: _____

Other Publications Available

Farmer Cooperatives in the United States, FCS Bulletin 1.

Using Your Livestock Co-op, FCS Educational Circular 4, *C. G. Randell*.

Decentralized Marketing by Producers Livestock Cooperative Association, Columbus, Ohio. Bulletin 65, *R. L. Fox* and *C. G. Randell*.

Three Principles of Agricultural Cooperation, Circular E-24, *Ward W. Fetrow*.

Organizing a Farmer's Cooperative, Circular C-108, *S. D. Sanders*.

Producing and Merchandising Sausage in Small Plants, FCS Circular 5 (formerly FCA Circular C-150), *C. G. Randell*.

Measuring the Marketability of Meat-Type Hogs, Circular C-152, *R. L. Fox*, *Anna E. Wheeler*, and *C. G. Randell*.

Using Your Wool Co-op, FCS Educational Circular 2 (formerly FCA Circular E-10), *H. H. Hulbert* and *Walter L. Hodde*.

Copies of these publications and others on marketing and farm supply cooperatives may be obtained upon request, while a supply is available, from the

Information Division

FARMER COOPERATIVE SERVICE

U. S. DEPARTMENT OF AGRICULTURE

WASHINGTON 25, D. C.